

NAME: \_\_\_\_\_

**4-1-1 Action Goal Worksheet (cont.)**

MY ANNUAL GOALS			YEAR OF:
JOB	BUSINESS	PERSONAL FINANCE	PERSONAL
My Seller Listings Taken Seller Contracts Closed (units) Seller Contracts Closed Vol: Seller Contracts Closed GCI	Total Closed Contracts Vol: Total GCI Net Income Seller Listings Taken Buyer Listings (Agreements) Taken Total Contracts Written (units)  People: Hire 1 Administrative Assistant; Hire 2 Buyer Specialists	Increase Net Worth Zero-out credit card debt Buy one investment property	Attend all Millionaire Real Estate Agent Courses Follow daily energy plan Read <i>The Millionaire Real Estate Agent</i> 12 times

MY MONTHLY GOALS			MONTH OF:
Seller Appointments Seller Leads % Conversion to Seller Appt. Prospecting Calls Monthly Seller Listings Taken Set up FSBO 8 x 8 Write ___ personal notes Add ___ people to database	Buyer Leads Buyer Appt. Buyer Listings (Agreements) Taken Total Contracts Written (units) Total Contracts Closed (units) Total Monthly GCI Cost of Sales Monthly Net Income Monthly System/ Tools: Upgrade Computer Sys. People: Add 1 Admin. Asst.	Review Net Worth weekly Look at two investment properties - analyze against criteria Stick to personal budget	Attend Millionaire Real Estate Agent Leverage Course Do daily energy plan 16 days Read <i>The Millionaire Real Estate Agent</i> 1 time

MY WEEKLY GOALS			
Make ___ Calls Hold ___ Listing Appointments Send out Newsletter Add ___ people to database Set up FSBO 8 x 8 Write ___ personal notes	Buyer Leads Buyer Appt. Contracts Written Contracts Closed Meet with Computer Consultant Interview ___ Admin. Candidates	Review Net Worth Statement Identify two properties to analyze Pay 1st of month bills	Do energy plan 4 days Read Chapters 1 and 2 of <i>The Millionaire Real Estate Agent</i>

**Week 1**

NAME: \_\_\_\_\_

**4-1-1 Action Goal Worksheet (cont.)**

**MY ANNUAL GOALS**

YEAR OF: \_\_\_\_\_

JOB	BUSINESS	PERSONAL FINANCE	PERSONAL

**MY MONTHLY GOALS**

MONTH OF: \_\_\_\_\_

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**MY WEEKLY GOALS**

**Week 1**

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