

My Success Plan _____

Name: _____

	Min Outcome	Target
Personal income	\$	\$
Average sale price	\$	\$
Average commission % (net GST)	%	%
Average gross commission per sale (net GST)	\$	\$
Average personal commission split %	%	%
Average \$ personal fee	\$	\$
No. sales pa		
List to sell ratio %	%	%
No. listings pa		
No. listings pm (/___ months)		
Listing win rate %	%	%
No. qualified presentations pm to 'A' sellers		
New pipeline sellers required pm / pw		/

Other indicators		
Clearance rate	%	%
Days on market - Auction		
Days on market - EPT		
Auctions listed per month		
Average campaign value	\$	\$
Min no. 'A' sellers at any one time		
Min no. 'B' sellers at any one time		
Min MARS buyers entered pm		

Core BDA statistics	Area/s	Area/s
No. of properties		Sales \$ value
No. of houses		Average sale price
No. of units		Total market comm
% owner occupier	%	___ market share goal
No. of sales per year		My gross comm target from BDA