

**RE/MAX<sup>®</sup>**  
**REVOLUTION**

**REAL  
ESTATE  
BUSINESS  
GOAL  
PLANNING**



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**REVOLUTION**

# Figuring Net Commission

Assumming a sales price of \$200,000 at 3% commission and a 70/30 split.

**Commission earned per transaction**

**\$6,000**

TIMES

**Split with office**

**70%**

EQUALS

**Net commission per transaction**

**\$4,200**



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# Setting Goals

**Assuming a goal of \$60,000**

**Income Goal**

**\$60,000**

DIVIDED BY

**Net commission per transaction**

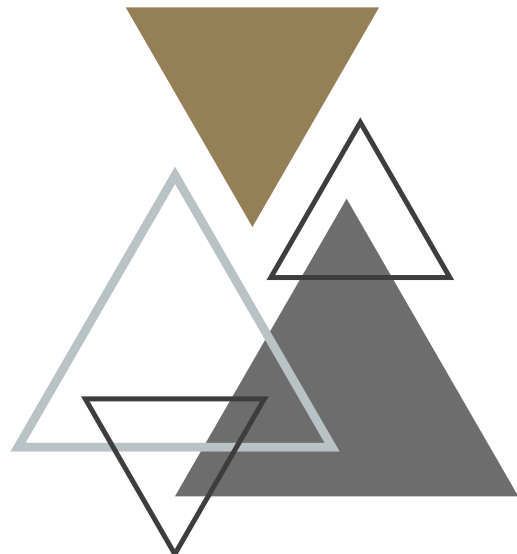
**\$4,200**

EQUALS

**Closings needed to acheive income goal**

**14**

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# Doing What's Necessary & Measuring Your Results is the Key to Success



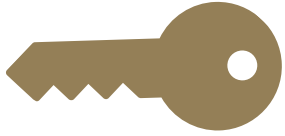
Karl Pearson

Actual source disputed, apocraphally attributed to Karl Pearson and commonly called Pearson's Law

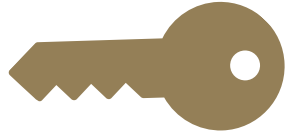
"That which is measured, improves. That which is measured and reported, improves exponentially."

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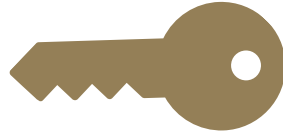
# KEY ACTIVITIES



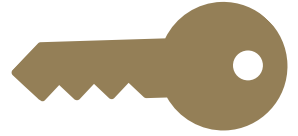
Sent my Launch  
Letter or Yearly  
Update



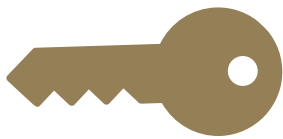
Tracked my sales  
consistently



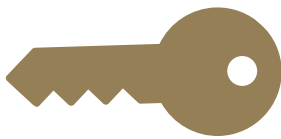
Held a minimum  
of 2 open houses  
per month



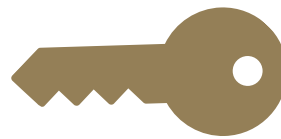
Spent at least 5  
hours weekly at  
RE/MAX office



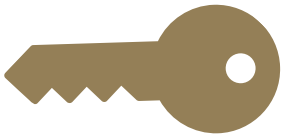
Shadowed other  
agent's appts



Attended all of  
the Rev Agent  
ROUNDTABLES



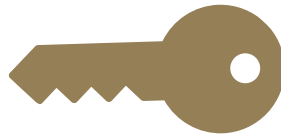
Created and  
ranked my  
sphere database



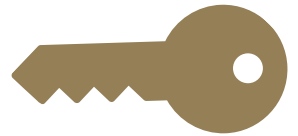
Touched my  
sphere at least 1  
time per quarter



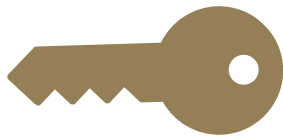
Met with a  
lender at least  
once per month



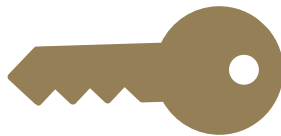
Consistently add  
people to FB when  
I meet them



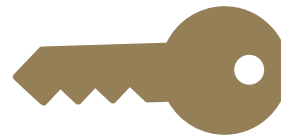
Door knocked or  
called 50 people  
this month



Contacted 10  
FSBO's/Expireds  
this month



Sent 8  
hand-written  
notes this month



Participated in  
ALL office lunch  
& learns

IF YOU HAVEN'T USED ALL THE KEYS CAN WE ASSUME YOU HAVE EARNED  
AT LEAST \$60,000 AND YOU ARE HAPPY WITH THAT PRODUCTION?

# Figuring Your Net Commission

Assumming an average sales price of

\$\_\_\_\_\_

at 3% commission and a 70/30 split.

**Commission earned  
per transaction**

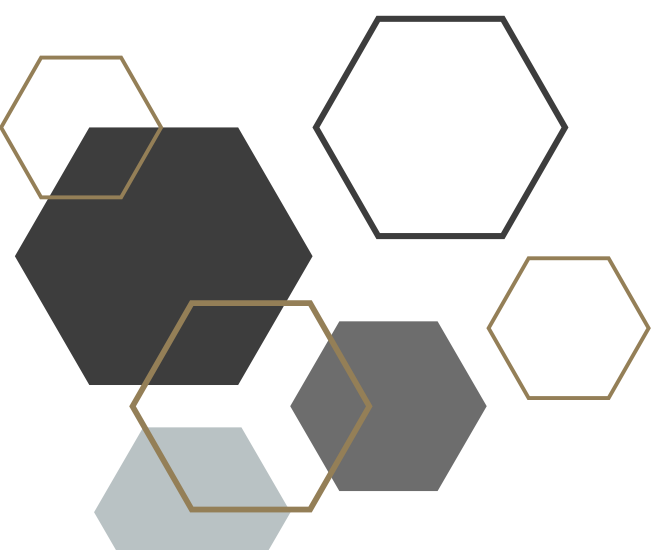
TIMES

**Split with office**

70%

EQUALS

**Net commission per  
transaction**



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# YOUR PERSONAL 2025 GOALS

**Income Goal**

DIVIDED BY

**Net commission per  
transaction**

EQUALS

**Closings needed to  
acheive income goal**

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