

# QUANTUM'S MASTERS™

## Business Plan Analysis Outline

1. List sales price of closed: highest to lowest price  
List source of each
2. List commissions closed: highest to lowest price  
List source of each
3. Total at bottom each set of numbers
4. Calculate 80% and 20% of each total
5. Calculate average sales price and average commission number
6. From highest to lowest, add up the sales price numbers and commission numbers to get to 80% or each total
7. Draw line on list where 80% of each is reached
8. Calculate average sales price and commission for top 80% and bottom 20%
9. Calculate difference between the 20% and 80% number as a % or 80% for average sales and average commission - what % increase in income?
10. Average commission numbers 80% and 20% divided by hours per client - time more valuable.
11. Average sales price 80% number times total number of sales. How much more income?
12. Total the source - # JBJ, # QHT, # OH, etc. Calculate each source as a percentage of total number of sources.
13. Calculate each source as a percentage of the 80% commission number
14. Total marketing expense \$\_\_\_\_\_.
  - How much money spent for JBJ growth? \$\_\_\_\_\_
  - How much money spent of general advertising? \$\_\_\_\_\_
  - Calculate each as a total of the percentage of total marketing expense.

Can we talk about your JBJ and business in general?

Test protocols. How many in, how often called and mailed?

“You can't call and not improve your JBJ.”

Start with quantity, move toward quality.

Shift profile of JBJ over time.

A social network is the seed for a JBB

Refer lower values out - do not always let go.

Lower number of quality JBJ's done well could be very productive.

