

Quantum Masters Coaching™

BUSINESS ANALYSIS

Production Plan for Next year

For: _____

Twelve Months Ending: _____

	Past Year	Plan Year
1. Total Commissions <i>(Multiply by 125% or enter desired value for Plan year)</i>	_____	_____
2. Percent of Increase <i>(Plan Year – This Year ÷ Last Year)</i>	_____	_____
3. Total Closed Units <i>(Plan Year Line 1 ÷ Last Year Avg Commission)</i>	_____	_____
4. # of Listings Sold <i>(Production Analysis Line 16 x Plan Year Line 3)</i>	_____	_____
5. # Listings Taken <i>(Plan Year Line 4 ÷ Production Analysis Line 4)</i>	_____	_____
6. # Closed Buyer Controlled Sales <i>(Plan Year Line 5 ÷ Production Analysis Line 17)</i>	_____	_____
7. Listing Taken need each month <i>(Plan Year ÷ 12)</i>	_____	_____
8. # Buyer Controlled Sales need each month <i>(Plan Year Line 7 ÷ 12)</i>	_____	_____