

Prospecting with Purpose // Goal-Setting Questions

Income last year from real estate sales:
Income goal for upcoming year:
Income goal for the following year:
of buyers I worked with last year:
of buy-side closings last year:
of buyers I will need to work with this year to hit my goal:
of listings last year:
of list-side closings last year:
of listings I will need to hit my goal this year:
of people in my database:
I need to increase my database to this year:
of Internet leads last year:
of Internet leads needed to hit goal:
of people in my farm last year:
I need to increase my farm to this year to hit my goal:
of open houses last year:
of open houses needed to hit goal:
of FSBOs I turned into listings last year:
of FSBOs -> listings I need to hit my goal:
of expireds I turned into listings last year:
of expireds -> listings I need to hit my goal: