

# Building a Business Plan

Income- Last Year \_\_\_\_\_

Income- 1 Year Ago \_\_\_\_\_

Income- 2 Years Ago \_\_\_\_\_

Average Income \_\_\_\_\_  
(Add 3 Years and divide by 3)

PERSONAL INCOME GOAL \_\_\_\_\_

BUISNESS INCOME GOAL \_\_\_\_\_

Avg Home Value	\$185,000
Listing Commission	3%
Selling Commission	3%

Average Transaction commission earned: \$5,550

## TRANSACTION GOAL

Income goal \_\_\_\_\_

Avg Commission per transaction \$5,550

Total Transactions per year \_\_\_\_\_  
(Divide Income goal by \$5,550 to get #of transactions/yr)

Total Transactions per month \_\_\_\_\_  
(Divide # of year transactions by 12)