



Lets Make It Real...Right Now!



The Money Exercise

To assist you in setting a financial goal...we also have to look at setting production goals. So be completely honest when doing this exercise as it will better define your motivation and assist you in building a long-term business.

a. My total cost of living expenses per month \$ _____

b. My total outside income is: \$ _____

c. The difference between a & b is: \$ _____

d. Additional money I would like to earn from real estate each month. \$ _____

e. What would I do with that "additional" money from "d"?

f. Total Income needed per month (add c + d) \$ _____

g. My average commission check is: \$ _____

h. **The number of closings I need each month is: (f/g)** _____

i. Multiply **h** x 12: _____. This represents the number of new people you have to speak with each day to succeed in this business.

j. Are you willing to talk with that many people each day without fail? _____