

# Mid Year Review Form / Long Term Planning

**On June 30th, TODAY, you should be at 50% of your planned closings if your year is even.** Many people do most business in 2 quarters of the year. If you do, which 2 those are for you? Some it's spring/summer. Some summer/fall. Still others do most fall/winter or winter/spring. A few do it 2 quarters apart... like winter/summer or spring/fall.

So, while you might have 50% YTD, your PLAN might be to do 40% first half or 60% first half.

Know where YOU should be.

A few things to look at include the items on our form, attached. I'm going to read the questions and want your feedback on any other questions that need to be asked at this time of year or answer any questions about the form. So listen, and comment:

After today's call, Fill it out and talk to your Coach about it.

## **BONUS MID-YEAR BUSINESS PLANNING PROJECT:**

Create a SIMPLE Excel spreadsheet with headings for 1 yr, 2 yr, 3 yr, 5yr, 10yr, 15yr, 20, 25 yr  
(ask if you want mine)

Example of items you may want to plan and track.

### **Easy Stuff:**

Your Age at each year

Kids ages at each year

Parents ages at each year

# Years in the business

(pretty amazing just to look at this)

### **Business Stuff:**

# of deals

Buyers/Sellers %

Average price

Average commission

Total income

Sources of business

Hours of working

Staffing

% of profit (% changes as you grow)

*NOTE It's OK for the % to go DOWN as you add staff and provide better customer service. Example: 2016 % profit might be 60% of \$280K, or \$168 taxable income... 5 years later it might be 40% of \$780K, or \$312K taxable income because you have staff, a bigger office space, a designated Team customer care person, etc. All of which allow YOU to go on*

*more vacations and stop working eves/weekends. Which is better for you? 60% profit or 40% profit?*

**Other Life Stuff:**

Travel

Vehicles or Toys (like boat, etc)

Housing

Spiritual

Physical

Level of Education

Accomplishments (writing a book, climbing a mountain, etc)