

# Potential Income Pipeline

**Too many of you get “down” when you’ve been working hard and don’t have the pending’s you think you “should have” at this point. Whether you see yourself in that or not, we’re going to LOOK at the Mindset of your PIPELINE today. Your “Potential Income Pipeline”.**

## **What is your "Potential Income Pipeline"?**

It’s important this time of year as we come into the last two months to look at what’s POSSIBLE. Not what we have under contract now... that’s done. This is about what we can CREATE for the rest of the year and to carry into 2017. Let’s work together to get a strong MINDSET about this pipeline.

Why is this a Mindset Call? **Because Looking, Seeing, and Telling the Truth allows us to take the Authentic Actions to cause our VISIONARY REALITY to become PHYSICAL REALITY. We want to SET our MINDS to give it all we have today through December 20th. So we can have a wonderful holiday the end of the year enjoying some well earned time off.**

We have 2 full months remaining to work (Oct 24-Dec. 20) AND we want to go into January with a STRONG listing inventory and a STRONG pending inventory.

Let’s do this calculation now... and it’s OK to estimate:

## **Listing Inventory Volume -**

Todd: \$5M  
Connie: \$10M  
Vinita: \$700K  
Terri: \$3.5M  
Kerri: \$6.7M

## **What % of your Inventory is Salable by Dec. 31st -**

Todd: 50%  
Connie: 70%  
Vinita: 100%  
Terri: 70%  
Kerri: 50%

## **Listing Hot Leads Volume potential -**

Todd: \$1M  
Connie: \$1M  
Vinita: \$325K  
Terri: \$3.9M  
Kerri: \$1.4M

**What % do you expect to ACT by December 31 -**

Todd: 100%  
Connie: 100%  
Vinita: 100%  
Terri: 70%  
Kerri: 100%

**Buyer Hot Leads Volume potential -**

Todd: \$1.2M  
Connie: \$1.25M  
Vinita: 0  
Terri: \$1.75M  
Kerri: \$500K

**What % do you expect to ACT by December 31 -**

Todd: 100%  
Connie: 100%  
Vinita: 0  
Terri: 75%  
Kerri: 100%

***Don't know the volumes? Use the Number of them X your Average volume.***

**= Total Volume Potential**

Todd: 4.2M  
Connie: 9.25M  
Vinita: 1.05M  
Terri: 6.68M  
Kerri: 5.25M

Divide that into a # of deals (using average volume)  
Multiply times your average income commission % from Numbers Tracker

**= Total INCOME Pipeline Potential**

Todd: \$80-90K income in the PIPELINE NOW!

Connie: \$231,250  
income in the PIPELINE NOW!

Vinita: \$25K  
income in the PIPELINE NOW!

Kerri: \$85K  
income in the PIPELINE NOW!

**NOW, we can create the authentic actions to take over the next few months.**