



YCM Mid- Year Review

"You can't manage what you don't measure"
W. Edwards Deming



NAME: _____

Date today: _____

1. What is **working BEST** for me in my business so far, this year?

2. **Where am I now?** How many Closed and Pending (C&P) Transactions am I at NOW, and what is the projected income? Get from Numbers Tracker:

Closed Deals _____ Total Income so far \$ _____

Pending Deals _____ Pending Income total as of now \$ _____

Add together for: Total Closed & Pending # Deals _____ C&P Income \$ _____

3. # of Active Listings and total Volume by June 30th? Listings _____ Volume \$ _____

What income would I receive at full commission on my Listing Inventory if sold and closed this year? \$ _____

Which of these would help to sell every listing I have?

- Talk to Every Seller twice a week
- Aggressively follow-up on every showing asking for an offer "What price would make this too good of a deal to pass up?"
- Get an appraisal on every listing not sold in 60 days and price below that price
- Get every listing professionally staged
- Get every listing pre-home-inspected
- Have every listing professionally landscaped and front door and mailbox look great
- Put every listing on a systematic, strategic price reduction plan
- Other: _____

4. # of ACTIVE Buyers NOW (like active listings) that will buy and close by year end.

_____ Income this will generate \$ _____

TOTAL: # & Income for Closed, Pending, & Listings or Buyer Sales that will close by Dec. 31

_____ Income \$ _____

My Goal this year is: # _____ % of Goal Income \$ _____ % of Goal _____

5. How many deals do I need to Pend by November 15th to reach my goal? (Goal less closed and pending deals already done) _____

6. How many **a month** do I need to do over the next 5 months to reach goal? _____

7. How many of those will be: Buyer Sales _____ Listings Sold _____

8. How many Listings do I have? _____

9. How many more will I need to take to get that many Listings Sold? _____

10. What are the top 3 sources of my closed, pending, listed and hot buyer business so far this year?

DON'T GUESS. Go to your Numbers Tracker, sort by source, and count.

Source _____ % _____

Source _____ % _____

Source _____ % _____

11. What do I LOVE about my business right now as it is?

12. What could be BETTER about my business the rest of the year?

13. Do I need to change my business goal or change something else to reach it? (circle one)

14. If something else: What 5 KEY TASKS could I do daily to meet my goals?

___ 1.

___ 2.

___ 3.

___ 4.

___ 5.

15. Do I believe the 2nd half will be better (in terms of income) than the 1st half? _____ Why?

16. What will my life look when I reach my goal this year... that is different than my life now?