

# Q1 2018 Review

**REMEMBER: Awareness is the first step toward change.**

***Ask yourself these questions regarding Q1 2018:***

1. What was your original goal for 2018?

**TRANSACTIONS:**

**REVENUE:**

**DOLLAR VOLUME:**

**NO. OF LISTINGS:**

2. Why? What was your motivation with that goal?

3. What were your results in Q1? How do they relate to your original goal?

**TRANSACTIONS:**

**SALES VOLUME:**

**GCI:**

**PENDING:**

4. How many appointments did you go on?

5. What percentage of your goal of appointments did you achieve?

6. What happened? Why did / didn't you achieve your goal?

7. How many Hours of Power did you conduct in Q1 2018?

8. What lead systems worked? Where and how did they work?

9. What lead sources didn't work? Which need improvement?

10. What are you most proud of in Q1?

11. Where did you fall short... and what's the lesson?

12. Who do you need to thank for their support in Q1 2018?

# Q2 2018 Preview

*Revisit and revise (if necessary) your goals for Q2 2018:*

1. What are your production goals for 2018?

LISTING APPOINTMENTS:

LISTINGS TAKEN:

LISTINGS SOLD:

BUYER APPOINTMENTS:

BUYERS SOLD:

2. Why? What is different now? What will give you an extra edge?

3. What new activities are required? What new tactics will you implement?

4. What adjustments are needed to your schedule?

HOURS OF POWER?

MORNING ROUTINE?

GO TO BED EARLIER?

APPOINTMENTS?

TIME OFF?

OTHER?

5. Why is this a must? Refresh your motivation.

*Commit to these goals and seek additional accountability!*

**The streets are paved with GOLD!  
Go get it!**



tomferry.com



tomferry



tomferry



tomferry



CoachTomFerry