

Volume Breakdown Analysis

Use this chart to map out what you expect to make as compensation and What you're willing to give in order to get it.

FIRST: How much is the average business Sale Price in your area/market niche?

Your Average Commission Amount **\$20,000** (Based on 10% and a \$200,000 sale price)

(Remember to subtract the Broker portion – you want your “Net Commission” Amount)

WHAT YOU WANT (Fill in the blanks in the center row. The numbers in the column to the right indicate what line you need to use in your calculation.)			
1	I want to earn	\$100,000	in the next 12 months
2	I want to work	5	days per week
3	I want to work	6	hours per day
4	I want to work	40	weeks per year
5	I want to spend	25%	of my time working “ON” my business
6	And	75%	of my time working “IN” my business
7	Therefore, I will spend	22.5	hours per week working “IN” my business brokerage business and this will earn me (2x3x6) 5 days X 6 hours per day x .75
8	This will earn me	\$8,333	per month (1=12 months)
9	This will earn me	\$2,500	per week (1=4) (\$100,000 ÷ 40 weeks)
10	This will earn me	\$500	per day and (9=2) (\$2500 ÷ 5 days)
11	This will earn me	\$111	per hour worked (9=7) (\$2,500 ÷ 22.5 hrs.)
HOW YOU'RE GOING TO DO TO GET IT (Fill in the blanks in the center row. The numbers in the column to the right indicate what line you need to use in your calculation.)			
12	I will earn an average commission of	\$15,000	Per closed transaction (Assuming you are on a 75%/25% split with your broker)
13	Therefore, I must close	6.67	Transactions (1=12) (\$100,000 ÷ \$15,000)
14	Transactions are broken down by		
15		80%	From listings
16		20%	From buyers
17			
18	Therefore, I will sell	5.34	Listings to accomplish (13x15) (6.67x.80)
19	Therefore, I will sell	1.33	Buyers sides in the next 12 months (13x16) (6.67x.20)

GOAL
I will sell 6 Listing Sides (18)
(Fill in the blanks in the center row. The numbers in the column to the right indicate what line you need to use in your calculation.)

20	I know that	50%	Of listings sell
21	Therefore, I need to take	13.2	Listings (18÷20)
22	I sign up	80%	Of sellers I meet with
23	Therefore, I must go on	16.6	Listings presentations by year end. (21÷22)
24			
25	This means I must go on	1.3	Listing presentations per month (23÷12 mo.)
26	This means I must go on	1.38	Listing presentations per week (23÷4)
27	This means I must go on		Listing presentations per day (26÷2)

GOAL
I will sell 2 Buyer Sides (19)
(Fill in the blanks in the center row. The numbers in the column to the right indicate what line you need to use in your calculation.)

28	I know that	50%	Of buyers signed to contract actually buy
29	Therefore, I need to sign	3.2	Buyers to contract (19÷28)
30	I sign up	50%	Of buyers I meet with
31	Therefore, I must make	6.4	Buyer presentations per year (29÷30)
32			
33	This means I must make	.53	Buyer presentations per month (31÷12 mo.)
34	This means I must make	.78	Buyer presentations per week (31÷4)
35	This means I must make	.16	Buyer presentations per day (34÷2)
36	I can accomplish this all by myself: _____ Yes _____ No		

Last But Not Least

37	How Much Did You Make Over The LAST 12 Months?	\$40,000
38	How Much Do You Want To Make In The Next 12 Months?	\$100,000
39	Subtract 37 from 38 & Enter The NEGATIVE Sum (This is what NOT taking advantage of these videos is going to cost you.)	-\$60,000

The next few videos are going to set you in the right direction.