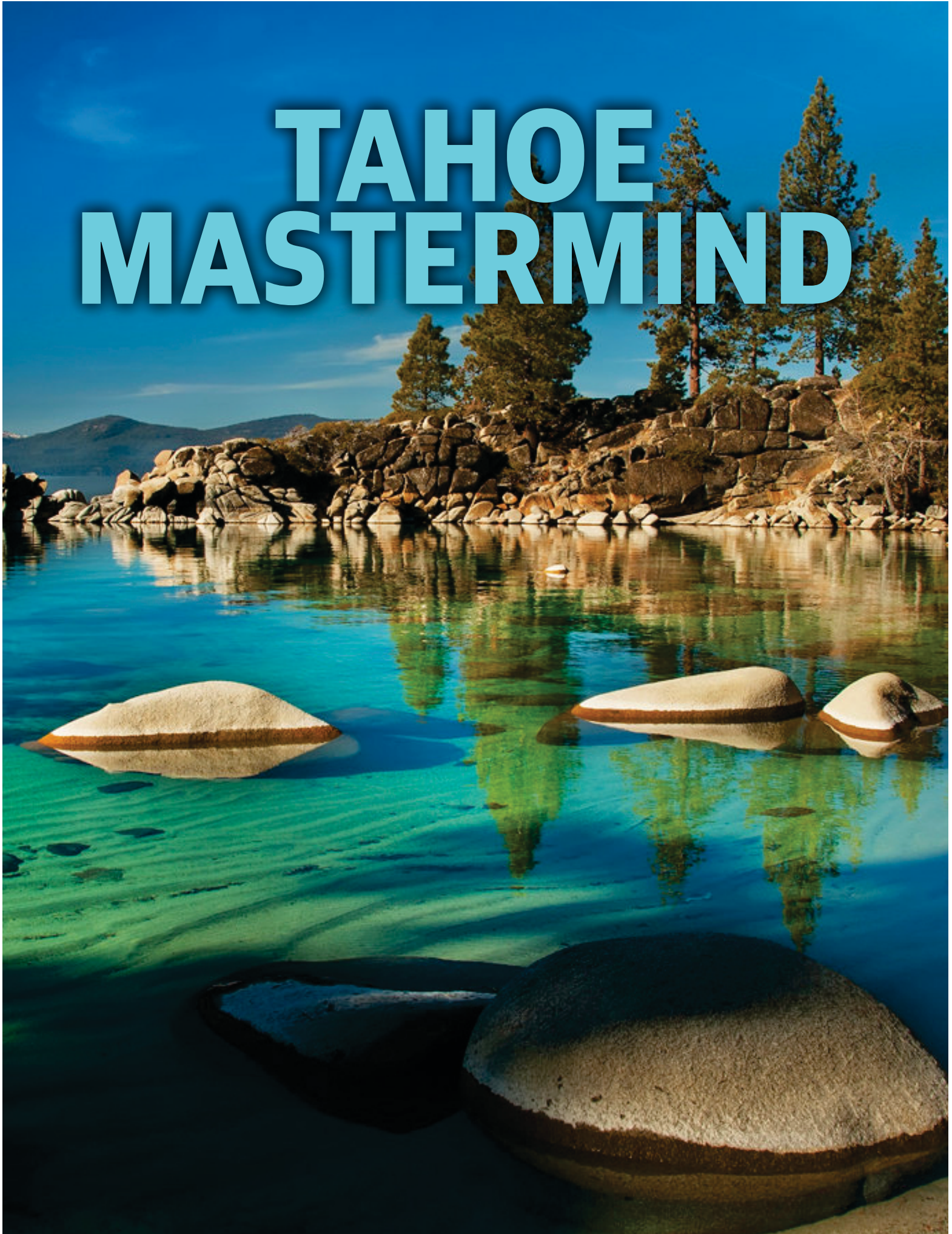


# TAHOE MASTERMIND



# 2022 GOALS

LISTINGS\_\_\_\_\_ BUYERS\_\_\_\_\_ = \$\_\_\_\_\_

FRONT LINE\_\_\_\_\_ REV SHARE ORG\_\_\_\_\_ = \$\_\_\_\_\_

# 2023 GOALS

LISTINGS\_\_\_\_\_ BUYERS\_\_\_\_\_ = \$\_\_\_\_\_

FRONT LINE\_\_\_\_\_ REV SHARE ORG\_\_\_\_\_ = \$\_\_\_\_\_

# 2024 GOALS

LISTINGS\_\_\_\_\_ BUYERS\_\_\_\_\_ = \$\_\_\_\_\_

FRONT LINE\_\_\_\_\_ REV SHARE ORG\_\_\_\_\_ = \$\_\_\_\_\_

# 2025 GOALS

FRONT LINE\_\_\_\_\_ REV SHARE ORG\_\_\_\_\_ = \$\_\_\_\_\_

# 2026 GOALS

FRONT LINE\_\_\_\_\_ REV SHARE ORG\_\_\_\_\_ = \$\_\_\_\_\_

# WHAT IS YOUR FREEDOM DATE?

## FORMULA:

Example:

FLQA 25

TOTAL AGENTS 350

X \$750 Per Agent, Per Year

ANNUAL REVENUE \$262,500 ( $\$750 \times 350 = \$262,500$ )

OR

MONTHLY REVENUE \$21,875 ( $\$262,500 / 12 = \$21,875$ )

## WHEN YOU HAVE:

FLQA \_\_\_\_\_

TOTAL AGENTS \_\_\_\_\_

X \$750 Per Agent, Per Year

ANNUAL REVENUE \$ \_\_\_\_\_

OR

MONTHLY REVENUE \$ \_\_\_\_\_

## FREEDOM DATE IS:

---

# LIST OF NAMES

10 Whales (Selling 50-750 Homes a Year)

10 Solid Producers (Selling 16-50 Homes a Year)

10 Newer (Selling 1-15 Homes a Year)

10 Getting Licensed

10 Whales in Other Careers

10 Referral Partners

10 Relatives

10 Friends

10 Ex Co-Workers

10 College or Childhood Friends

10 Folks You do Business With

10 Independent Brokers You Know



# CREATING COMMUNITY

List 5 events that you will do in the 12 months

**Ruth's Chris, Napa, Sushi, Morton's, Beach House,  
Cabin Trip, Wine Tasting, Barbeque's, Lake Picnics, Movie Nights**



**List YOUR 5 upcoming events that you will put on!**

1. \_\_\_\_\_

4. \_\_\_\_\_

2. \_\_\_\_\_

5. \_\_\_\_\_

3. \_\_\_\_\_

**Connect with 7 Key Leaders in the next 6 months**

1. \_\_\_\_\_

5. \_\_\_\_\_

2. \_\_\_\_\_

6. \_\_\_\_\_

3. \_\_\_\_\_

7. \_\_\_\_\_

4. \_\_\_\_\_

# BUILD|22 Guest List

Front Line FLQA's \_\_\_\_\_  
Group \_\_\_\_\_

Airfare, Registration, Hotel (Stay next door if you need too!)

When will you work? (Sell Real Estate)

When will you play? (Rest, Family Time)

When will you prospect? (2 X 10 X 40)

Are you Capitalized?

Where could you get Capital?

Can you have an Executive Assistant Part Time? Full Time?

General Manager? COO?

Do you have a Small Business Hub?

## BUILD Guest List

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

6. \_\_\_\_\_

7. \_\_\_\_\_

8. \_\_\_\_\_

9. \_\_\_\_\_

10. \_\_\_\_\_

## WEALTH CHART

FLQA					LEVEL UNLOCKED	GENERALS	
				5	2 3 4 5 6		
				10			
				15			
				20			
				25			
				30			
				35	7		
				40			
				45			
				50			
UNQUALIFIED						IN PROCESS	
				5			
				10			
				15			
				20			
YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5		WORKING HOT	

		TOTAL AGENTS	POTENTIAL REVENUE
\$2,800	1		
\$3,200	2		
\$2,000	3		
\$1,200	4		
\$800	5		
\$2,000	6		
\$4,000	7		
\$800 avg	TOTAL		

## FREEDOM NUMBERS

## AGENTS

REVENUE

## HITLIST