

# Sample Real Estate Business Plan for 1<sup>st</sup> Year

REALTOR® Salesperson/ Broker Licensing/ Post-Graduation

Name: \_\_\_\_\_ Date: \_\_\_\_\_

**Purpose:** Identify three strategies to focus on to reach my goal and those specific actions I will execute to meet both annual and long-term goals.

**Annual Goal:** \_\_\_\_\_

**Strategy #1 to achieve goal:** \_\_\_\_\_

*Actions to do for strategy #1*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

*Timeline/Date to Accomplish:* \_\_\_\_\_

**Strategy #2:** \_\_\_\_\_

*Actions to do for strategy #2*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

*Timeline/ Date to Accomplish:* \_\_\_\_\_

**Strategy #3:** \_\_\_\_\_

*Actions to do for strategy #3*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

*Timeline/ Date to Accomplish :* \_\_\_\_\_

**Why is a business plan important to have and execute?**

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