



How much do you want to make in 2016?

Be realistic but make it a goal you can work towards.

Think about the lifestyle you want and the income you need to achieve it.

This number might make you a little nervous, and that's a good thing.

Tell yourself: that's not fear; that's excitement.

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Name five NEW marketing strategies you can implement to achieve this goal.

Get outside of your comfort zone. Think beyond the norm. Imagine outside of the box.

Take note of your average commission amount, then work backwards to devise the different ways in which you can increase your sales volume.

1

2

3

4

5



Pick your starting point.

Take a look at your five new marketing strategies and chose the one you want to start with.

As your partner, your team, your Qualifying Broker, your pet, or your local grocer for feedback.

You now have five new goals for 2016, you can't go wrong.

First Step: