

The #1 Learned Skill of Real Estate's Top Earners is Time Blocking

Use this weeks Worx Burst Assignment to reveal the empirical evidence left behind by thousands of top producers. When you protect "even a few hours" each week, you begin to control your income in residential real estate.

You will begin to say to yourself, "every Wednesday from 9 to Noon I protect for my farming activities"!

Name _____

State _____

Sponsor __

Name of Subdivision _____

Number of Homes __

Tax Folio Number _____

Public Elementary School __

Public Middle School __

Public High School __

20__ # of MLS Closings _____

Gross Volume __

20__ # of MLS Closings _____

Gross Volume __

20__ # of MLS Closings _____

Gross Volume __

Subtotal __

Subtotal Divided by 2.5

Average Annual Volume __

Average Annual Volume multiplied by 3%

Gross Listing Commission __

Gross Listing Commission multiplied by 10%

Gross Revenue Projection __

Gross Revenue Projection multiplied by 10%

Annual Operating Budget __

Did one listing agent have more than 25%?

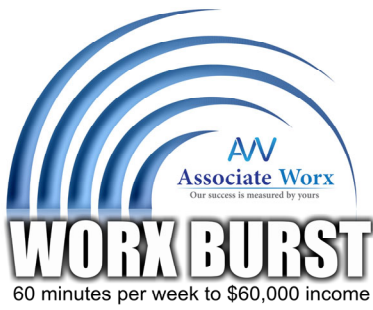
Top Listing Agent as percentage __

Imagine the type of career you could have, once you develop your skill set and time management.

- Bullet Proof Listing Presentation
- Crucial Pricing Conversation
- The Essence of a CMA
- Contract Calamities
- EBOL For Sale By Owner CRM
- Expired Listing Gold Mine
- Customer First Designation
- RESE Staging Expert Designation
- Advanced Staging Consultant
- Social Media just for Real Estate
- Shark feeding Rapid Fire
- The Power to Be Series with Richard Flint



It's all here for the taking and it's all completely sponsored so there is never any cost



Having all of the information is Key!

Become the expert. Learn everything there is to know about your neighborhood. There should not be a question that a buyer or seller could ask that you don't know off the top of your head. Research your area and learn everything there is to know about it.

Name _____ State _____ Sponsor _____

Name of Subdivision _____ Number of Homes _____

Tax Folio Number _____ Public Elementary School _____

Public Middle School _____

Public High School _____

What is the distance to major attractions serving the subdivision?

The _____ Mall is _____ Miles ~ Google Maps estimates _____ Minutes

The _____ Field is _____ Miles ~ Google Maps estimates _____ Minutes

The _____ Theatre is _____ Miles ~ Google Maps estimates _____ Minutes

Church: _____ is _____ Miles ~ Google Maps estimates _____ Minutes

Church: _____ is _____ Miles ~ Google Maps estimates _____ Minutes

Church: _____ is _____ Miles ~ Google Maps estimates _____ Minutes

Temple: _____ is _____ Miles ~ Google Maps estimates _____ Minutes

Park: _____ is _____ Miles ~ Google Maps estimates _____ Minutes

Park: _____ is _____ Miles ~ Google Maps estimates _____ Minutes

Other Recreation: _____ is _____ Miles ~ Google Maps estimates _____ Minutes

Other Recreation: _____ is _____ Miles ~ Google Maps estimates _____ Minutes

Major Medical: _____ is _____ Miles ~ Google Maps estimates _____ Minutes

Airport: _____ is _____ Miles ~ Google Maps estimates _____ Minutes

Number of Families facing LisPendens # _____

Number of Families Renting # _____

Number of Absentee Owners # _____

Homes purchased in the last 36 months # _____

Homes purchased 3 to 5 years # _____

Homes purchased 5-10 years # _____

Homes purchased 10-15 years # _____

Homes purchased 15-20 years # _____

Homes purchased 20 + Years # _____

