Lender Business Plan

Capital Title
A Shaddock Company

	Yearly	Monthly	Weekly	Daily
How much money will I make? (Gross)				
What are my expenses?				
How much will I net?				
How many hours will I work?				
How many new customer contacts will I make?				
How many loan pre-qualifications will I do?				
How many loan applications will I take?				
How many loans will I close?				
What will be my average loan amount?				
What will be my average commission?				

My Stats:	
# of contacts to generate a loan pre-qualification	
# of pre-qualifications to get a loan application	
# of loan applications to get a closing	
Average loan amount	
Average sales price (prior year)	
Average commission per closing (prior year)	
Monthy expenses (prior year)	

Realtor Business Plan

Capital Title
A Shaddock Company

	Yearly	Monthly	Weekly	Daily
How much money will I make? (Gross)				
What are my expenses?				
How much will I net?				
How many hours will I work?				
How many new customer contacts will I make?				
How many listing appointments will I make?				
How many listings will I take?				
How many buyers will I work with?				
How many transactions will I close?				
What will be my average sales price?				
What will be my average commission?				

My Stats:	
# of contacts to get a listing appointment	
# of appointments to get a listing	
# of listings to generate a closing	
# of contacts to get a buyer representation agreement	
Average sales price (prior year)	
Average gross commission per closing (prior year)	
Monthy expenses (prior year)	