



MASTERCLASS REAL ESTATE ACADEMY

ACCOUNTABILITY | ACTION | ACHIEVE

Any successful person you talk to will tell you that all great things start first with a vision of where you want to be and what you want your life to look like.

Please complete the form to the best of your ability and return with the results of the Disc Profile Test. You can access this test at <https://www.tonyrobbins.com/ue/> there is no cost for this test.

Name: _____

Phone: _____ Email: _____

Home Address: _____

Birthday: _____

Where are you Now...

LAST YEAR'S PRODUCTION			
Buyer Side Units	Buyer Side Volume	Gross Commission	Net Commission
Seller Side Units	Seller Side Volume	Gross Commission	Net Commission

PRODUCTION YTD			
Buyer Side Units	Buyer Side Volume	Gross Commission	Net Commission
Seller Side Units	Seller Side Volume	Gross Commission	Net Commission

Of your last 12 transactions what source did they come from?	
PC (Past Client)	
PCR (Past Client Referral)	
PF (Personal Friend)	
CCR (Current Client Referral)	
AD (Advertising)	Please specify which advertising medium they came from
BUS (Business Associate)	Please specify which business source they came from

Average Hours Worked Per Week?	
How Many Vacation Days Did You Take?	
What Database Program Do You Use	
Number of Contacts?	
What is Your Primary Social Medium Platform?	
Number of Contacts?	
Are You Mailing to Your Database?	Yes / No
If Yes, What Do You Mail?	
Are you doing an advertising?	Yes / No
What Type?	
Monthly Cost?	

What is your biggest frustration with your current business?

If you could change ONE thing about your business today what would it be?

How many people are on your team and what is their role and duties?

What days do you take off?

What do you love to do in your off time?

Where do you WANT to be.....

PRODUCTION PROJECTION FOR: _____			
Buyer Side Units	Buyer Side Volume	Gross Commission	Net Commission
Seller Side Units	Seller Side Volume	Gross Commission	Net Commission

What is the ONE thing that is most important for you to accomplish in the next 12 months?

Why is this important to you?

How will your life change when you achieve this goal?

What is ONE thing you are more passionate about?

Why did you choose Real Estate as a career?

How long have you been in Real Estate?

Would you choose it again? Yes / No

Why or Why not?

What makes you an extraordinary real estate agent?

What are you hoping to get most out of Coaching?

It is 12 months from today and we are looking back over what you accomplished in the last year. What will you tell me?

By completing and signing this form, I acknowledge that I am 100% Committed to spending the next 12 Months working ON my business and my life and showing up BIG!

Signature:

Date: