

6 FIGURES in 12 MONTHS

BROKER'S OPEN PODCAST

Projecting Commission

You have to be realistic and informed but projecting your income is not as difficult as it seems. Look at your past 12 months 1099 income and divide that by the number of Units you closed. That is your AVG COMMISSION PER UNIT. If you cannot make this projection, ask your broker they can tell you what the avg for the office is so you can use that number instead.

How Often

This depends on the relationship but enough so that they feel comfortable connecting you with potential referrals via 3 way text. You also need to allot for "follow up" to let them know how the referral is going!

Example of who?

- ✓ Family
- ✓ Vendors
- ✓ Neighbors
- ✓ Past Clients
- ✓ Past Co-workers
- ✓ Business owners



DESIRED INCOME



AVG COMMISSION PER UNIT



TOWN CRIERS NEEDED

25



WILL REFER

1 X PER QUARTER



CONVERSION

50%



QUALIFIED BUYERS AND SELLERS

50



TOTAL INCOME PROJECTED



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