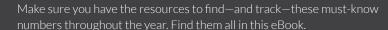
Worksheet

Do your agents need coaching?

Does it match your brokerage's set rates? Agents won't always come to you for coaching— Pending transactions ☐ YES even when they need it. Use this sheet to see How many pending transactions are how your agents are doing and if they need any Agent commissions coming for the agent? coaching this year. Take a closer look at the side count, commission volume, and full base commission. When will those transactions close? **PART 1: Overall performance** Are they what you were expecting to see? Agent rankings ☐ YES Are you satisfied with the agent's end count? How do these numbers compare to other agents? □ YES \square NO Is there an identifiable change in projected income? How does it compare to other agents? PART 2: Finding the root cause Agent prior year comparison Transaction production What's the agent's %change from last year? Does the agent have a lot of open listings? Does it match up with prices? ☐ YES \square NO \square YES YOUR DIAGNOSIS: What's their projected commission from pending Does it match up with commissions? transactions? ☐ YES Are you satisfied with the agent's commission rate? Is it what you expected to see? ☐ YES \square YES \square NO Is it what you were expecting to see? What's their YTD commission? □ YES \square NO Is it what you expected to see?

WHAT'S NEXT?





 \square NO

□ YES