ISA ALLOCATION FORM - KW MAPS ISA Coaching

Personal Expenses - Yearly Amounts

- House Payment
- Food
- _____ Recreation/Entertainment
- _____ Credit Cards
- _____ Car Payment
- _____ Total Other Regular Payments
- _____ Miscellaneous(education, tithing, etc.)
- _____ TOTAL Yearly Personal Expenses

Business Expenses - Yearly Amounts

- _____ Market Center Office, etc.
- _____ Car Payment
- _____ General Business Expense
- _____ Marketing / Ads
- _____ Miscellaneous
- _____ Licensure

_____ TOTAL Yearly Business Expenses

- _____ Add the two together: Total Personal + Business Expenses combined
- _____ Add in taxes for this amount (what you normally use as a tax amount or 30%)
 - SURVIVE GRAND TOTAL (personal, business, taxes) this is your survive number

EARNING THE SURVIVE TOTAL AMOUNT

- ______ Survive Grand total from above minus your yearly base pay (*if applicable*)
- _____ Amount remaining to be earned through bonuses or commission
- Average bonus or commission you receive per closing
- _____ Divide amount remaining by average bonus or commission you receive per closing
 - _____ Number of closings needed to close to hit survive goal this is your minimum for next year

Extra Funds - Thrive

What will you accomplish financially in the next 12 months that is above and beyond your basic bills and responsibilities?

Goal	Monthly Cost	Yearly Cost
Example: 10 day vacation		\$3600
Example: College fund	\$200 to savings	\$2400

	_ Total yearly "extra funds" amount to be earned through bonuses or commission
	_ Add in taxes (check with accountant if unknown tax bracket)
	_ Total income needed to pocket thrive funds (thrive amount + taxes)
	_Average bonus or commission you receive per closing
	_ Divide total yearly extra funds by average bonus or commission you receive per closing
	_ Number of closings needed to close to hit thrive goal
**	Grand Total # of units from page one (survive) + # of units from page 2 (thrive)**

nd Total # of units from page one (survive) + # of units from page 2 (thrive)^{*} Congratulations, you just determined your year's commitment!