

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**

