Session 14

Mastering Inside Sales

Session 14: Financial Goal Setting



Your Coach(es)

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Please reach out if you have questions regarding the content of the course. If you have administrative questions about your client portal, billing or access, please reach out to <u>fasttrack@kw.com</u> or (512) 439-8684.

Guidelines:

- 1. Join MAPS on Facebook to stay up to date on all MAPS events and programs: mapscoaching.com
- 2. Only paid participants may listen and contribute.
- 3. To ask a question you may type your questions into the "Questions" Box.
- 4. If you would like to speak on the call, click on the hand icon located on your dashboard and the coach will call on you when possible.
- 5. Complete all assignments prior to call.
- 6. Be PREPARED!



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- evaluation of a Market Center's financial results;
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Telemarketing

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Objectives

- 1. Personal goal setting
- 2. Clarify how to achieve that goal
- 3. Allocation form explained

I. Goal Setting Mindset

- a. Who do you want to _____ in the next 12 months?
- b. What do you want to _____ In the next 12 months?
- (______)
- c. What made you choose those _____?
- d. Are you 100% clear on the commitment and why it's your commitment?



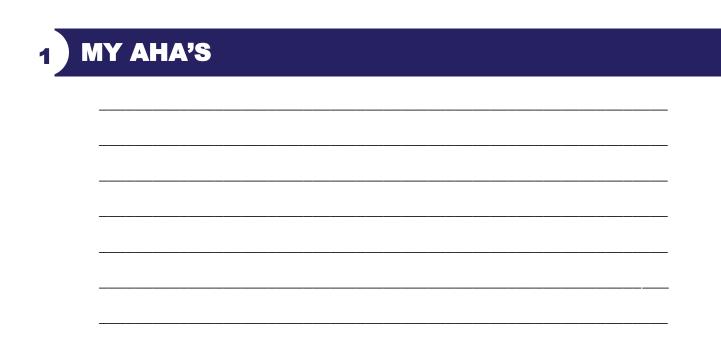
II. Determining Income Commitment

	and	_ expenses	
+]	Taxes (if unsure – check with)	
= \$ what's needed to			
+vacation, college fund, debt payoff, etc.			
+ Taxes (if unsure – check with)			
= \$ what's needed to			
1.	Add and	together for to	otal income
	commitment		
2.	Subtract your and		
3.	Divide average bonus or commission per	into	
4.	How many units needed to	?	





Preparation for Next Week



2 ASSIGNMENTS

- 1. Fill out the allocation form for yourself (include ALL expenses)
- 2. Think bigger What would you do if you knew you couldn't fail? Write on thrive page
- 3. Make sure your personal goals align with team standard (or more)



