

A Sample "Integrity Sheet".

If an agent only looked at what they did the last 30 days, set a goal for the next 30 days based on what they are committed to, and did that every month, they would be a better agent at the end of 12 months.

The **POWER** Program®

Today's Date 3/24/98

INTEGRITY SHEET

NAME Mellie Thomas OFFICE Little Bay Realty

SELF-ASSESSMENT

- Did you do all of your homework assignments? Yes No
- Do you feel you improved your skill level this past month? If so, in what area(s)?
Got a little more organized. More confident
Not afraid to Ask any question
- On a scale of 1 to 10, how was your attitude this month? What do you need to do this next month to be a 10?
9 - I felt really stressed but still
Selling. To be a 10 I need a little more free time
- What did you accomplish this month?
I've signed up a subdivision in my area that
I feel will definitely sell out.
- Is there anything I should know?
I've enjoyed your sessions & have used much of your
material & I keep better records

PRODUCTION

Listings Obtained	23
Listing Side Contracts	3
Buyer Side Contracts	6
Listings Obtained \$ Volume	5054080
Listing Side Contract \$ Volume	524700
Buyer Side Contract \$ Volume	1217505
Listing Appts. Sched./Attend.	9
Current Listings In Inventory	64

CUMULATIVE

Listings Obtained	88
Listing Side Contracts	24
Buyer Side Contracts	29
Listings Obtained \$ Volume	18957060
Listing Side Contract \$ Volume	3295701
Buyer Side Contract \$ Volume	3893890
Gross Closed Commission - Month	13410-
Gross Closed Commission - Cumm.	174636.50

GOALS

- What are you going to accomplish this month?
Business: Sell out The subdivision
Family: Have More Dinners Together. Spend time together at Vacation Home
Personal: I've started working out again & enjoying it! I'll continue

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