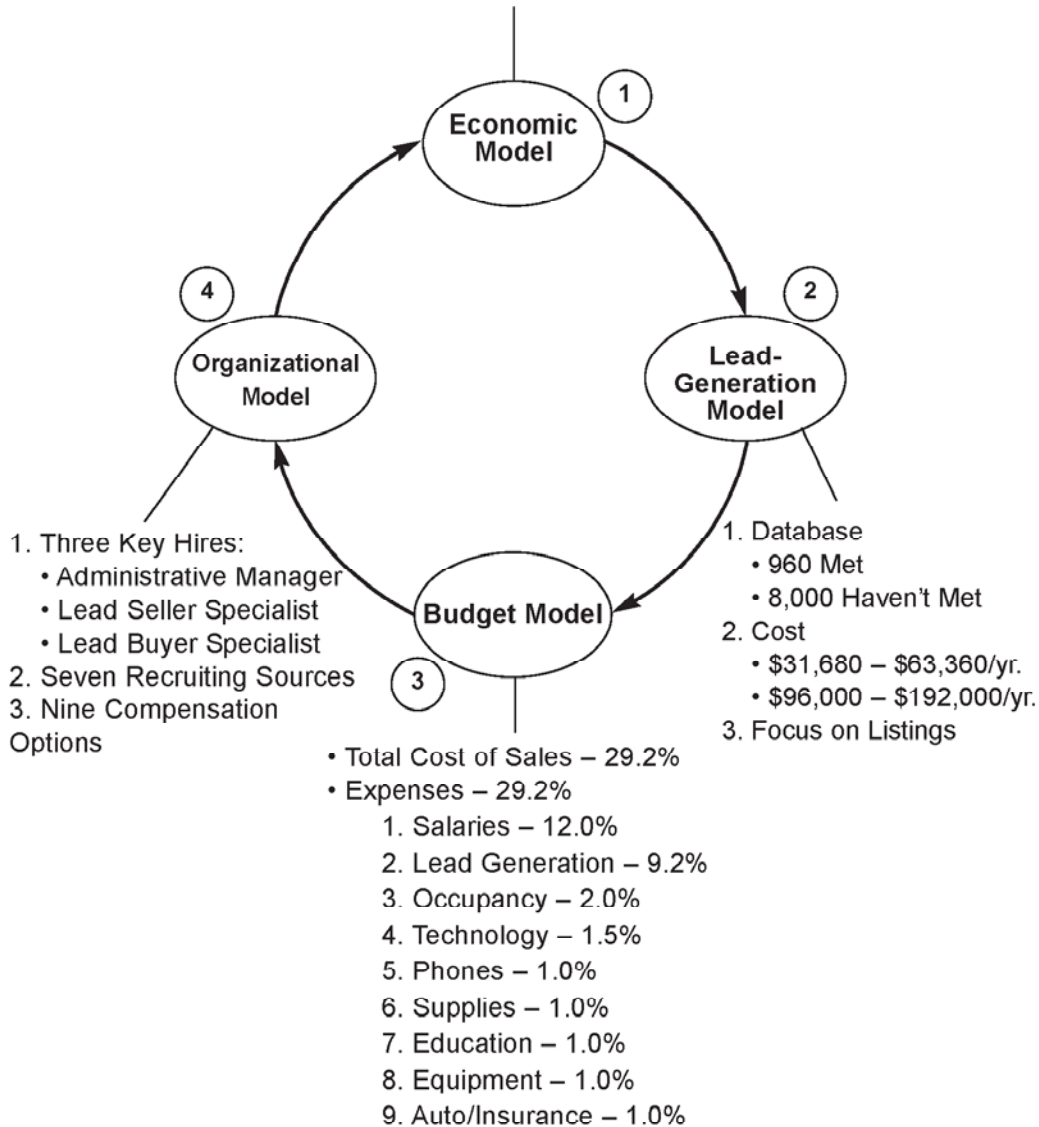


The Four Models
The Issues and Numbers of the Millionaire Real Estate Agent

1. 320 Closed Sales –
\$250K Average Price
2. \$2.4 Million GCI
3. \$700K Cost of Sales
\$700K Operating Expenses

4. 27.73 Seller Listing Appts./mo.
25.53 Buyer Listing Appts./mo.
5. 20.53 Seller Listings Taken/mo.
16.63 Buyer Listings Taken/mo.
6. 13.33 Sellers Sold/mo.
13.33 Buyers Sold/mo.



**“Don’t Just Become a Business—
Become a Big One!”**