

## \$100,000 Plan Worksheet

### Straight Commission ..... Calculate agent income per unit at 50/50

Average sale price in market:	\$	
Rate per unit/side (. ____ x ____):	x	
Commission income per unit:	\$	
Franchise/Corporate fee:	x	
	\$	
Transaction/Agent fee:	-	
	\$	

### ..... Calculate number of units needed

Desired net annual income:	\$	100,000
Commission income per unit:	÷	
Total units needed annually:		x 70% = ___ listing side
		x 30% = ___ selling side

### Accelerated commission program (100%) . Calculate units needed to make base

Base (50/50 until base fee reached):	\$	
Commission income per unit:	÷	
Units needed to make base:		

### ..... Calculate agent income per unit at 100%

Average sale price in market:	\$	
Rate per unit (side):	x	
Commission income per unit:	\$	
Franchise/Corporate fee:	x	
	\$	
Transaction/Agent fee:	-	
Agent income per unit at 100%:	\$	

### ..... Calculate total number of units needed

Desired net annual income:	\$	100,000
Agent income earned to make base:	-	
Income needed over base:		
Agent income per unit at 100%:	÷	
Units needed over base:		
Add back units needed to make base:	+	
Total units needed annually:		x 70% = ___ listing side
		x 30% = ___ selling side