

## Understanding the Calculations: How to Achieve Your \$90,000 Goal

### 1. Overview of the Goal

- **Goal:** Take home \$90,000 in income.
- **Required Income:** \$128,571 (factoring in taxes and deductions).
- **Commission per closing:** \$11,750.

### 2. Key Ratios and Metrics

- **Contacts to generate one connection:** 20 contacts.
- **Connections needed to achieve one closing:** 3 connections.
- **Total contacts required for one closing:** 60 contacts (20 contacts per connection \* 3 connections).

### 3. Monthly and Daily Targets

- **Connections needed per month:** 3 connections (to achieve 1 closing).
- **Contacts needed per month:** 60 contacts (3 connections \* 20 contacts).
- **Contacts needed per day:** 2 contacts (60 contacts / ~30 days).

### 4. Marketing Costs

- **Annual Marketing Costs:** \$19,000.
- **Adjusted Goal:** Include marketing costs in total income requirement.
  - Required income = \$128,571 + \$19,000 = \$147,571.

## 5. Step-by-Step Process to Achieve \$90,000 Take-Home

- Calculate the total number of closings required:
  - $\$147,571 \text{ goal} / \$11,750 \text{ per closing} = \sim 12.56 \text{ closings.}$
  - Round up to 13 closings.
- Determine total contacts needed:
  - $60 \text{ contacts per closing} * 13 \text{ closings} = 780 \text{ contacts.}$
- Break it down monthly:
  - $13 \text{ closings spread over 12 months} = \sim 1.08 \text{ closings per month.}$
  - Adjust monthly targets:
    - $60 \text{ contacts for 1 closing} * 1.08 = \sim 65 \text{ contacts per month.}$
    - $\sim 2.2 \text{ contacts per day} (\sim 3 \text{ contacts daily for simplicity}).$

## 6. Action Plan

1. **Daily Commitment:** Aim to make voice or face-to-face connections with at least 3 individuals every day.
2. **Monthly Review:** Ensure you reach 65 contacts and generate at least 3-4 connections monthly.
3. **Refinement:** Monitor your closing rate and adjust contact targets if necessary.

By consistently following this plan, you can meet your adjusted goal and ensure you take home \$90,000 after accounting for taxes and marketing costs!