

AGENT NAME

POINT EARNINGS

To earn points for listings, sales, buyer broker agreements and direct mail, include appropriate copies with this sheet

		Mon	Tues	Wed	Thurs	Fri	Sat	Sun
Date	Points							
Broker/Manager Weekly Wildcard	5000							
*Exclusive Listing 6% > 6 mos.	5000							
* Exclusive Listing 5% > 6 months	4000							
* Exclusive Listing 5% < 6 months	3000							
* Buyer Sales Over \$1mil	5000							
* Buyer Sales over \$500,000	4000							
* Buyer Sales Under \$500,000	3000							
* Buyer Broker Agreement Signed	1000							
Open House (min. 3 hours)	1000							
Open Escrow w/Affiliate Partner	750							
Buyer Loan Appt w/Affiliate Partner	750							
Attend Office Meeting	500							
Attend Office Training Session	3000							
Live Listing Presentation	1000							
Show Property (each appointment)	300							
Closed Lease	1000							
Write Offer	250							
Session with Outside Training/Coach	500							
Visit Expires (in person)	200							
Visit FSBO'S (in person)	200							
Live Contacts in Person (each)	100							
Live Contacts via phone (each)	50							
Previewing an Office Listing (each)	150							
Live Follow up on a Lead (each)	100							
Door Knock (each door)	100							
Adding someone to your SOI	250							
Connecting with New Internet Lead	100							
Preview Property (each)	50							
* Drop Marketing (each door)	20							
* Mailed Marketing (each)	10							
Daily Totals		0						
Total Weekly Points							0	

Totals are tallied weekly. Each agent is responsible to turn weekly tallies in by the following Monday by noon. NO CARRY OVERS!!!

Management reserves the right to change activities and point values at any time.

*= COPY OF FLYER MUST BE ATTACHED TO THIS SHEET FOR CREDIT!

*= COPY OF LISTING AGREEMENT, BUYER BROKER AGREEMENTS AND FRONT PAGE OF RPA MUST BE ATTACHED TO THIS SHEET FOR CREDIT!!

*= COPY OF MAILOUT MUST BE ATTACHED TO THIS SHEET FOR CREDIT!