

Sources Of Business Report

Manager: Allen Wright	Office Name: Createaplan.com	Office Id: 3
Office Address: 8 Argonaut, Suite 100 Aliso Viejo CA 92656		
Total Number of Agents in Office: 10	Total Number of Agents in Reporting: 8	Percentage Of Agents Reporting 80%
Budget Year: 2006		

Source of Business	Closed Listings	% of Total from Sources of Business	Closed Buyers	% of Total from Sources of Business	Total Closed Listings and Buyers	Combined Listings and Buyers as % of Total
Floor Duty	2	2%	6	7%	8	4%
Geographic Farm	21	18%	8	9%	29	14%
House Warming	1	1%	0	0%	1	0%
House Warming Party	1	1%	1	1%	2	1%
Just Listed Cards	2	2%	0	0%	2	1%
Just Sold Cards	2	2%	0	0%	2	1%
Open House	0	0%	18	21%	18	9%
Referral / Client	0	0%	0	0%	0	0%
Referral / Past Client	11	9%	6	7%	17	8%
Referral / Sphere	12	10%	6	7%	18	9%
Repeat Business	21	18%	8	9%	29	14%
Sphere of Influence	21	18%	17	20%	38	19%
Website	8	7%	5	6%	13	6%
example - locked 1	7	6%	6	7%	13	6%
example - locked 2	10	8%	5	6%	15	7%
Totals	119		86		205	
Projected Number of Closings	119		86		205	
% Accounted For	100%		100%		100%	