Reapit

2026 Sales Agent Goal Planner

— Simple goals. Clear actions. Less noise.

1. Your focus for 2026

Three goals. No more.
Write the outcomes you actually care about. If you need to explain them, they're too big.

Goal 1:

Goal 2:

Goal 3:

2. Pipeline targets

What creates future deals.

Monthly targets:

Appraisals booked:

New contacts added:

Follow-ups completed:

3. Conversion focus

Fix one thing at a time.
You don't need perfect numbers. You need awareness.

This year, I'm improving:

- [ ] Appraisal → Listing
- [ ] Enquiry → Inspection
- [ ] Inspection → Offer
- [ ] Offer → Sale

4. Weekly non-negotiables

The boring stuff that works.
If it doesn't fit into a normal week, it won't happen.

Every week, I will:

- [ ] Review my pipeline
- [ ] Complete my follow-upss
- [ ] Add new contacts
- [ ] Clean up stale records

My weekly review day:

5. Time check

Where does my week really go?
Be honest. This is just for you.

- [ ] Client conversations
- [ ] Prospecting
- [ ] Admin
- [ ] Fixing last-minute issues

One thing I want to spend less time on:

6. Quarterly reset

Check in before things drift.
Future you will thank you.

Review dates:

Q1:

Q2:

Q3:

Q4:

Review dates:

What worked?

What didn't?

What stops now?