

HSS BUSINESS PLAN

1. Desired Income (after tax) \$ _____

2. Pre-Tax Income \$ _____

* (line 1. Divided by .80)

3. Average referral fee \$ _____

* Average Sales Price x .005

4. Number of paid referrals needed to close # _____

* (line 2 divided by line 3)

Referrals multiplied by 4 hours work per HSS Buyer

_____ x 4 = _____ hours per year

_____ ÷ 52 weeks = _____ hours per week

EXAMPLE

HSS BUSINESS PLAN

1. Desired Income (after tax) \$ 100,000

2. Pre-Tax Income \$ 125,000

* (line 1. Divided by .80)

3. Average referral fee \$ 2,000

* Average Sales Price (\$400,000) x .005

4. Number of paid referrals needed to close # 62.5 (63)

* (line 2 divided by line 3)

Referrals multiplied by 4 hours work per HSS Buyer

63 x 4 = 252 hours per year

252 ÷ 52 weeks = 5 hours per week