

HBS 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 HBS Buyer

_____ x 4 = _____ hours per year

_____ ÷ 52 weeks = _____ hours per week