

The Ultimate Guide to Your Mid-Year Check-In

In the ever-changing real estate market, it's common to feel caught up in chaos. Take some time for a mid-year self-assessment using the R.E.A.D. method: Review, Examine, Assess, and Design. This will help you track your progress on the goals you set earlier in the year, giving you clarity on what's working and where you might need assistance.

1. Review

Set aside some time to revisit the real estate business plan you created earlier this year.



What were the short-term goals you set?

What was the motivation for these goals?



What were the long-term goals you set?

What was the motivation for these goals?

2. Examine

Determine if your specific original goals still fit your business plan.



Have you met your short-term goals? Yes No

If not, what is keeping you from reaching them?



Have you met your long-term goals? Yes No

If not, what is keeping you from reaching them?



Are your goals still applicable for your real estate business or do they need to be adjusted? Yes No

If so, how?

3. Assess

What is the current overall status of your real estate business?



Are you reaching the financial metrics that you need? Yes No

If not, what is keeping you from reaching them?



Do you have enough people supporting you in your real estate business? Yes No

If not, in which areas do you see room for growth?



Do you have enough time to do the things you want to do outside of your business? Yes No

4. Design

Create your plan for a successful second half of the year.



What goals need revisions?



What do you need to help you stay organized and on track?

Who will support you in your business?

Colleague Assistant Outside marketing company

Other _____

Who will help keep you accountable?

Real Estate coach Peer Colleague

Other _____

Need help checking in and designing a winning business plan?

Sign up to work with an experienced real estate coach! Buffini & Company One2One Coaching™ provides you with valuable accountability and guidance to get more leads, close more deals and increase your income. Get started with a [business consultation](#) today!