ANNUAL SALES GOALS

This form is intended to illustrate your sales goal for each month. GL Homes requires that you sell a minimum of 70% of the top agent's sales for each month. Complete the below information comparing your goals to the actual sales numbers from the previous year. Identify any major events for each month to determine why sales may have gone up or down in that month.

Community Name: _____   Total Homes Available to Sell: _____

Sales in Previous Year - **Community Total:** _____   Sales in Previous Year - **Top Sales Agent:** _____

JANUARY

Top Sales	70%	Your Goal

Major Events of Month:_____

FEBRUARY

Top Sales	70%	Your Goal

Major Events of Month:_____

MARCH

Top Sales	70%	Your Goal

Major Events of Month:_____

APRIL

Top Sales	70%	Your Goal

Major Events of Month:_____

MAY

Top Sales	70%	Your Goal

Major Events of Month:_____

JUNE

Top Sales	70%	Your Goal

Major Events of Month:_____

JULY

Top Sales	70%	Your Goal

Major Events of Month:_____

AUGUST

Top Sales	70%	Your Goal

Major Events of Month:_____

SEPTEMBER

Top Sales	70%	Your Goal

Major Events of Month:_____

OCTOBER

Top Sales	70%	Your Goal

Major Events of Month:_____

NOVEMBER

Top Sales	70%	Your Goal

Major Events of Month:_____

DECEMBER

Top Sales	70%	Your Goal

Major Events of Month:_____

Yearly Goal _____

GLHOMES®