

## Module 8 – Setting Goals and KPIs

Map out your plan for the next 5 years – put down your needs, ideas and desires. Also look at how much money you need to make these dreams come true in both a monthly (income) and lump-sum (cash) basis. Once you know the amounts money required, you'll be able to figure out the right strategies to make this happen.

2024	2025	2026	2027	2028
Cash: Income: Strategies:	Cash: Income: Strategies:	Cash: Income: Strategies:	Cash: Income: Strategies:	Cash: Income: Strategies:
Notes:				



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Now that you have your goals, you have to break these down into actions. So using our example above, you might look at having to get 2 offers accepted in Q1. To achieve this, you might be looking to put out offers on 20 properties in order to get 1 accepted. So the action would be 'view properties', the quantity is '40' and you would track that with a simple tally mechanism. Complete this for all of your goals, figuring out the actions you need to take in order to make them happen.

	Action	Quantity	How will you track?
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			

