

Sales Agent Performance Measure

Sample of areas to track for Sales Agents, I am available to discuss how to implement KPI's within your organisation and a system to track the performance.

Agent Name: _____ **Month:** _____

| Area | Target | Achieved | Gap |
|--|---------------------------|----------|-----|
|  Database Contacts | | | |
|  Telemarketing | | | |
|  Appraisals | | | |
|  Listings Won | | | |
|  Gross Commission | | | |
|  Average Sale Price | | | |
|  Buyer Bank | | | |
|  Training | | | |
|  Source of Listing | Please list source | | |
|  Listings Lost | Please list why & to whom | | |
|  Agreed Next Actions | | | |