

**LOAN OFFICER BUSINESS PLAN WORKSHEET****Step 1: KNOW YOUR NUMBERS**

During this worksheet you will walk you through the process of quantifying your plan, all the way from the number of loans you will need to the number of loans you will need in order to reach your annual revenue goal.

|                                                                                                                    | Year     | Month    | Week     | Day      |
|--------------------------------------------------------------------------------------------------------------------|----------|----------|----------|----------|
| 1. What is the desired interest level?                                                                             | \$ _____ | \$ _____ | \$ _____ | \$ _____ |
| 2. Average commission per loan for the last 12 months                                                              | \$ _____ |          |          |          |
| 3. Number of funded loans required (R1 divided by R2)                                                              | _____    |          |          |          |
| 4. Average loan amount for past 12 months                                                                          | \$ _____ |          |          |          |
| 5. What is the dollar closing goal? (R3 x R4)                                                                      | \$ _____ |          |          |          |
| 6. Funding to application % (should be a minimum of 80% – target of 95%)                                           | _____ %  |          |          |          |
| 7. Calculate the number of applications I'll need to meet the funding goal (R3 divided by R6)                      | _____    |          |          |          |
| 8. Prequalification to application conversion rate (should be minimum of 25% working toward 75% with O&O training) | _____ %  |          |          |          |
| 9. Number of prequalifications required (R7 divided by R8)                                                         | _____    |          |          |          |
| 10. Refineries percentage in previous year?                                                                        | _____ %  |          |          |          |
| 11. Hourly wage (R1 divided by 2,080)                                                                              | _____    |          |          |          |

Record the numbers in the boxes from R3, R7 and R9 on the top of your One-Page Simple Business Plan.

# Loan Officer Business Plan Worksheet Building Champions

**IM Harris**



## **Loan Officer Business Plan Worksheet Building Champions:**

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