

CINC Recruiting Budget Calculator

Fill All 4 "Buckets"

Average Price	\$200,000				
Average Commission Per Side	3%	Average Commission Dollar	\$6,000		
Average Company Retained Percentage	30%		\$1,800		
	Overhead (Fixed & variable)	Advertising & Marketing	Management	Profit	Totals
Percentages to make Monthly Budget	45%	30%	15%	10%	100%
Dollar Amount Per Closing	\$810	\$540	\$270	\$180	\$1,800
Total OH and ADV Monthly	\$1,350				
Monthly budget to pay OH & ADV	\$10,000				
Number of Transactions Needed to meet OH & ADV	7.41	Round Up = 8			
Percentage After Monthly Budget is reached	10%	20%	60%	10%	100%
Dollar Amount Per Closing	\$180	\$360	\$1,080	\$180	\$1,800
Monthly Manager Compensation					
First x Transactions to Make OH & ADV budget filling all 4 buckets (sample - 8 times Management \$)		\$2,160			
Target Management Monthly Compensation Difference After Meeting Minimum Monthly Budget		\$10,000 (7,840.00)			
Number of Transactions Needed to Meet MGT Goal		7.25	Round Up = 8		
Number of Transactions Needed to Meet Overall Budget		16			
Number of Agents needed to Meet Budget Monthly		32			
Average Agent Closes.6 transactions per Month					