

Ninja Selling PIN Analysis

Name: _____ Start Date: _____ End Date: _____

Day	Total Hours worked per day	Indirectly Productive Hours worked per day	Productive Hours worked per day	
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				
31				

Total Days	Average Hours/Day	Yield Ratio	Total Hours	Total "I" Hours	Total "P" Hours	Total "N" Hours
	Hrs	:	Hrs	Hrs	Hrs	Hrs
			%	%	%	%

Time Management Analysis

T.I.P Analysis Sample

Name: _____ Time Frame: August 1st to August 31st

Day	Date	Total	I	P
1	August 1	8	2	0
2	August 2	7	0	0
3	August 3	6	1	1
4	August 4	8	2	2
5	August 5	6	0	0
*	*	*	*	*
26	August 31	9	2	2
Total Hours:		181	51	20
Percentages:		100%	28%	11%

Dividing the total hours (181) by the number of days worked (26) gives the average hours worked per day (6.96)

Adding the total "I" hours (51) and the total "P" hours (20) totals 71. Subtract 71 from total hours of 181 gives the amount of "N" hours: 110 hours and "N" percentage: 61%

Multiplying the average hours per day (6.96) by the percentage of "N" time (61%) gives the hours per day that you will never get paid for.

Dividing the total "I" hours (51) by the total "P" hours (20) gives the **"Yield Ratio"** , **2.5:1** (Conversion ratio of prospecting hours to Productive hours)

To Earn \$200,000 using the above analysis

Assumptions: Four weeks vacations, working 5 days per week.

New Listings and sales in past 30 days:	3
Average price:	\$300,000
Total Dollar Volume:	\$900,000
Total agent income (3% gross, 70% split to agent)	\$18,900
Total "P" time hours past 30 days	20
Value of "P" time per hour (\$9,450 divided by 20)	\$945
Goal for the next 12 months	\$200,000
"P" hours necessary (\$200,000 divided by \$945)	212 hours of "P" for year
Yield Ratio	2.5:1
"I" hours necessary (212 x 2.5)	530 hours of "I" per year
"I" hours per week (530 hours divided by 48 weeks)	11 hours of "I" per week
"I" hours per day (11 hours divided by 5 days)	2.2 hours of "I" per day