# 2027 LOAN OFFICER GOALS & COMMITMENTS

A plan for measurable progress and consistent action

Johns Creek MORTGAGE
NMLS #2320634

Loan Officer: _____ Date: _____

## 01 PRODUCTION SCORECARD

| Metric | 2026 YTD Actual | 2027 Goal | Jan 31 Target |
|---|---|---|---|
| Units Closed | | | |
| Loan Volume ($) | | | |
| Gross Income ($) | | | |
| Active Referral Partners | | | |

## 02 OPTIONAL PERSONAL GOAL

One meaningful personal goal I want to achieve in 2027:

_____

_____

## 03 TOP 3 PRODUCTION COMMITMENTS

Three specific, measurable activities that will drive my production results:

1. **I commit to** _____
2. **I commit to** _____
3. **I commit to** _____

## 04 TOP 3 PERSONAL COMMITMENTS

Three consistent actions that will help me achieve my personal goal:

1. **I commit to** _____
2. **I commit to** _____
3. **I commit to** _____

## 05 ACCOUNTABILITY

I commit to taking ownership of my results and following through on the actions above.

Signature: _____ Date: _____