

GOAL-SETTING WORKSHEET

Month: _____

Sales Profit Goal: _____

Retail Sales: _____

(Sales Profit x 2 = Retail Sales)

Faces: _____

(Retail Sales ÷ \$50/face = Faces)*

Parties: _____

(Faces ÷ 4 faces/party = Parties)*

Bookings: _____

(Parties x 2 = Bookings)*

People Reached: _____

(Bookings x 2 = People Reached)*

Dials per Month: _____

(People reached x 2 = Dials per month)*

Dials per Week: _____

(Dials per month ÷ 4 weeks/mo. = Dials per week)

Dials per Day: _____

(Dials per week ÷ 5 days/wk = Dials per day)

New Team Member Goal: _____

Interviews: _____

(Team Member goal x 5 = Interviews)*

Faces: _____

(Interviews ÷ 60% = Faces)*

Team Production: _____

(# Team Members x \$1000 = Team Production)*

TEAM-BUILDING INCOME:

Commission: _____

(Team production x 4%, 9% or 13% based on # ordering)

Bonus: \$50 x _____ = _____

(\$50 for each personal qualified from 4th team member+)

*Planning Averages

Track your own numbers so that you can figure out your OWN averages with your next 100 faces! In the meantime, use these VERY conservative averages to help create the strategy to reach your goal!

- 1) \$50/ face
- 2) 4 faces/ party
- 3) Half bookings will hold on original date
- 4) Half people reached will book
- 5) Half people called will be reached
- 6) 60% will sit down & interview with you
- 7) 1 in 5 interviews will become consultant
- 8) New consultants = \$1000 ave. inventory
- 9) 3 hours/ party (includes drive times, calls, etc.)

MY TOTAL PROJECTED INCOME:

Sales Profit _____

TB Commissions _____

TB Bonus _____

Total:

MY TIME INVESTMENT

Total Hours/mo.: _____ (# Parties x 3 hrs/party)

Hours/wk.: _____ (Hours/mo. ÷ 4 wks/mo)