GOAL-SETTING WORKSHEET

MONTH:_____

Sales Profit Goal:_____

Retail Sales:_____
(Sales Profit x 2 = Retail Sales)

Faces:_____
(Retail Sales ÷ $50/face* = Faces)

Parties:_____
(Faces ÷ 4 face/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/mo. ÷ 4 wks/mo. = Dials per week)

Dials per Day:_____
(Dials/wk ÷ 5 days/wk = Dials per day)

New Team Member Goal:_____

Interviews:_____
(Team Member goal x 5* = Interviews)

Faces:_____
(Interviews ÷ 60%* = Faces)

Team Production:_____
(# of Team Members x $1000* = Tm Prod.)

TEAM BUILDING INCOME:

Commission:_____
(Tm prod. x 4%, 6%, 8%, 9% or 13%- Based on how many you have on your tm active/ordering etc)

Bonus: $50 x _____ = _____
($50 for each personal qual. tm 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 interview with you**
7. **1 in 5 interviews will become consultant**
8. **New consultants = $1000 ave. inventory**
9. **1.5 hr/party (virtual-includes calls etc)**

MY TOTAL PROJECTED INCOME:

Sales Profit_____
Tm Building Commissions_____
Tm Building Bonus_____
Total income:

MY TIME INVESTMENT

Total Hrs/month:_____ (# Parties x 1.5hrs/party)

Hours/week:_____ (hrs/mo. ÷ 4 wk/mo)