

MY RIGHT NOW PASSIONATE GOAL

My Objective: _____

Total Projected Cost: _____

How much will my objective cost? How much total profit will it take?

Total Retail Sales: _____

=Profit ("Cost") needed ÷ .40

Months: _____

How many months do I want to take to achieve it?

Total Monthly Retail Sales

GOAL

\$

Monthly Breakdown

Monthly Profit Goal: _____

= Total Projected Cost ÷ # Months

Monthly Retail Sales: _____

=Total Retail Sales ÷ # Months

Faces: _____

*=Retail Sales ÷ \$75/face**

Parties: _____

*=Faces ÷ 4 faces/party**

Bookings: _____

*=Parties x 2**

Dials per Month: _____

=Bookings x 10

Dials per Week: _____

=Dials per month ÷ 4 weeks/mo.

Dials per Day: _____

=Dials per week ÷ 5 days/wk

*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) \$75/ face
- 2) 4 faces/ party
- 3) Half bookings will hold on original date
- 4) 1 in 10 dials booked
- 5) 3 hours/ party (includes drive times, calls, etc.)

MY RESULTS

Total Retail Sales: _____

My Profit.: _____ *(Total sales x .40)*

Wholesale Orders: _____ *(Total sales x .60)*

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

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

My "Hourly Rate": _____ *(Profit ÷ Total hours/mo.)*

Is the investment of my consistent time & effort worth the rewards?