

GOAL SETTING BY THE QUARTER

INCOME/SELLING GOAL

How much income do you want weekly?

\$ _____ (desired income) per week

Now work the following equation to figure out what you need to sell to reach your goal:

\$ _____ (desired income)

Divided by 40% =

\$ _____ (Weekly Sales Goal)
What you need to sell weekly to reach your desired income.

Multiply your weekly sales goal by 4 and get your Monthly Sales:

\$ _____ Weekly Sales

X (multiplied) by 4

= \$ _____ Monthly Sales Goal.

INCOME/TEAM BUILDING GOAL

Desired Number of New Team Members in the quarter.

_____ New Team Members

If the average is 1 in 5 interviews equals a new team member, then

Multiple _____ Desired New Team Members

X 5 interviews/guest to meetings

=

_____ Number of people I need to speak with during the quarter.

Now, take the Number of people you need to speak to

_____ and divide it by 3

To get your

monthly goal of _____ people I need to share with or bring to the meeting each week.

_____ Team Members X \$400

X 4% = \$ _____ monthly

STAR GOAL FOR THE QUARTER

Take your Monthly Sales Goal

\$ _____ X 50% =

\$ _____ Monthly Wholesale Order

Then take the Monthly Wholesale Order \$ _____

X Multiplied by 3 =

\$ _____ Quarterly Wholesale Order

This number needs to be \$1800 or more to qualify for Star Status.

Take your quarterly wholesale orders plus add \$600 per new team member for the quarter and you will have your Star Consultant Goal for the quarter.

\$600 X _____ of new team

members = \$ _____

Plus \$ _____ quarterly Wholesale orders

= \$ _____ STAR GOAL