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 60% =

$_____ 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 Wholeasale orders

= $_____ STAR GOAL