

Goal Sheet

Name: _____ Month: _____

~ I'm Saving For ~

~ I Need To Profit ~

\$

Total Monthly Retail Sales

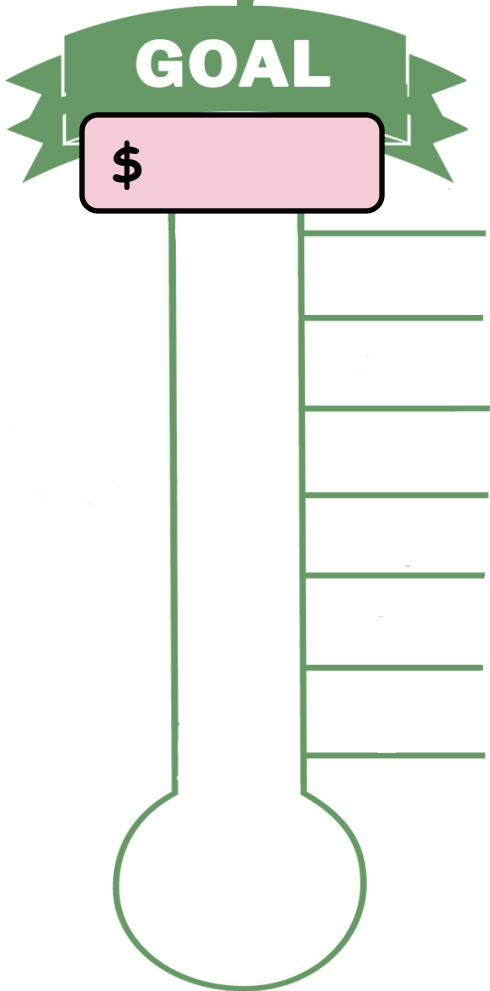


Photo of what my MK profit is paying for

Reach your goals with your Mary Kay money!

1. Decide what your monthly goal is and how much profit you need. Write it in the boxes above! Attach a photo to help you stay focused.

2. Here is the equation:

Take the number you need in profit and divide it by .40. This is the total sales you need this month to reach your goal!

Start tracking!!

Profit Goal Divided by .40 = Total Retail Sales needed for the month.

\$

Total of wholesale orders placed this mo. with the remaining 60% of my total retail sales.

Use the back of this sheet if needed to subtract each sale as you make it.

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YOU WANT RESULTS FROM YOUR MARY KAY BUSINESS? CONCENTRATE
 THESE INCOME-PRODUCING ACTIVITIES ON A WEEKLY BASIS.

NAME:

MONTH:

- F** BRING GUEST TO EVENT - 1IPA
- G** FOLLOW UP (EVENT, PARTY, SHARE) - 1IPA
- H** 5 NEW CONTACTS/REFERRALS - 1IPA
- I** 2 NEW BOOKINGS - 1IPA
- J** LEAD-GENERATING EVENT - 2 IPA
- K** 1 NEW TEAM MEMBER - 3IPA
- L** WATCH VIDEO W/ FOLLOW UP QUESTIONS - 1 IP
- M** 10 REACH OUTS (INDIVIDUAL CONTACT ATTEMPTS FOR YOUR BUSINESS WITH CURRENT TEAM MEMB & CUSTOMERS, OR BOOKING NEW APPTS) - 1
- N** PLACING A FISH BOWL - 2 IPA

WHAT'S YOUR GOAL?

CONSULTANT PART TIME CONSULTANT FULL TIME DRIVING FREE DIQ - DIRECTOR
 COMPLETE 5 IPAS COMPLETE 10 IPAS COMPLETE 15 IPAS COMPLETE 20 IP,

WRITE THE LETTER OF EACH ACTIVITY AS YOU COMPLETE IT. YOU WILL PROBABLY DO SOME ACTIVITES MORE THAN ONCE

WEEK 1		WEEK 2		WEEK 3		WEEK 4	
13	24	13	24	13	24	13	24
14	25	14	25	14	25	14	25
15	26	15	26	15	26	15	26
16	27	16	27	16	27	16	27
17	28	17	28	17	28	17	28
18	29	18	29	18	29	18	29
19	30	19	30	19	30	19	30
20	31	20	31	20	31	20	31
21	32	21	32	21	32	21	32
22	33	22	33	22	33	22	33
23	34	23	34	23	34	23	34
23	35	23	35	23	35	23	35

NO VOID ACTIVITE CIDDNT VOID GOAL THIS WEEK? HOW DOES THIS WEEK COMDADE TO 1 OCT WEEK?