

MY PERSONAL SALES GOAL PROJECTOR

created by Gina Beck, Future Executive Senior Sales Director March 2018

NAME: _____

A **Events**

New Year 100
Career Conf 150
Seminar 900
Fall Retreat 150

NEED

in month(s)

$$\begin{aligned} & \text{Profit per month} \\ & \text{Profit per week} \\ & \text{Sales per week} \end{aligned}$$

B

NEED

in month(s)

$$\begin{aligned} & \text{Profit per month} \\ & \text{Profit per week} \\ & \text{Sales per week} \end{aligned}$$

C

NEED

in month(s)

$$\begin{aligned} & \text{Profit per month} \\ & \text{Profit per week} \\ & \text{Sales per week} \end{aligned}$$

D

NEED

in month(s)

$$\begin{aligned} & \text{Profit per month} \\ & \text{Profit per week} \\ & \text{Sales per week} \end{aligned}$$

+ + + = sales per week

Now you have YOUR OWN Personal Sales Goal for each week! This is YOUR magic, must-hit, no-excuses number! Reach (or exceed) that goal and you will meet all of your other goals too.

x 4 = _____ monthly total sales!

50% = _____ wholesale order

10% = _____ sect 2/supplies/postage

40% = _____ profit for priorities (A-D)

$$\begin{aligned} & \text{A } \frac{\text{Profit}}{\text{Sales}} * 40 = \text{Percentage} \\ & \text{B } \frac{\text{Profit}}{\text{Sales}} * 40 = \text{Percentage} \\ & \text{C } \frac{\text{Profit}}{\text{Sales}} * 40 = \text{Percentage} \\ & \text{D } \frac{\text{Profit}}{\text{Sales}} * 40 = \text{Percentage} \end{aligned}$$

These add up to 40%. Use these percentages in Gina's 60/40 Money Management document. (Microsoft Excel)

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EXAMPLE: CONSULTANT with 100 customers

A Events

*New Year 100
Career Conf 150
Seminar 900
Fall Retreat 150*

NEED
\$1300 in 12 month(s)

\$1300 / 12 = \$108 profit per month
\$108 / 4 = \$27 profit per week
\$27 * 2.5 = ^A \$68 sales per week

B Loan

*Emerald 360/mth
Diamond 300/mth
Ruby 240/mth
Sapphire 180/mth*

NEED
\$240 in 1 month(s)

\$240 / 1 = \$240 profit per month
\$240 / 4 = \$60 profit per week
\$60 * 2.5 = ^B \$150 sales per week

C Build

*new products 800
PCP Look Books 300
Website/ProPay 70
MK Connections 500*

NEED
\$1670 in 12 month(s)

\$1670 / 12 = \$139 profit per month
\$139 / 4 = \$35 profit per week
\$35 * 2.5 = ^C \$88 sales per week

D Profit

*vacations
home improvements
kids' schooling
guilt-free shopping*

NEED
\$500 in 1 month(s)

\$500 / 1 = \$500 profit per month
\$500 / 4 = \$125 profit per week
\$125 * 2.5 = ^D \$313 sales per week

^A \$68 + ^B \$150 + ^C \$88 + ^D \$313 = \$619 sales per week

Now you have YOUR OWN Personal Sales Goal for each week! This is YOUR magic, must-hit, no-excuses number! Reach (or exceed) that goal and you will meet all of your other goals too.

\$619 x 4 = **\$2476** monthly total sales!

50% = \$1238 wholesale order

10% = \$248 sect 2/supplies/postage

40% = \$990 profit for priorities (A-D)

^A \$68 / \$619 * 40 = 4.4%

^B \$150 / \$619 * 40 = 9.7%

^C \$88 / \$619 * 40 = 5.7%

^D \$313 / \$619 * 40 = 20.2%

These add up to 40%. Use these percentages in Gina's 60/40 Money Management document. (Microsoft Excel)