

PLEASE...FILL THIS OUT AND CALL ME TO DISCUSS YOUR GOAL!

THIS IS SO GREAT! TAKE A MOMENT TO COMPLETE IT! YOU WILL BE AMAZED

Let's see.....how many classes per week are you *willing* to hold? _____

SALES

- Now multiply your # of classes per week (____) x \$200 class average = \$_____ sales per week
- Sales per week (\$_____) x 4 weeks in a month = \$_____ sales per month
- Sales per month (\$_____) x .60 (or 60%) = \$_____ amount to reinvest, or restock.
How many star prizes will you be claiming? Does Queen's Court of Sales sound more achievable?
- Sales per month (\$_____) x .40 (or 40%) = \$_____ P-R-O-F-I-T per month!

TEAM-BUILDING

- Number of Classes per week (____) x 4 weeks in a month = ____ classes per month
- Classes per month (____) x 3 prospects per class to interview = ____ interviews per month
- Interviews per month (____) divided by 4 = ____ number of new team members per month!
(4 is the average number of interviews you will hold to add 1 new team member)

HOURS WORKED

- Number of classes per week (____) x 2 hours per class = ____ class hours per week
- Class hours per week (____) x 4 weeks in a month = ____ class hours per month
- Interviews per month (____) x 1 hour per interview = ____ interview hours per month
- Interview hours per month (____) + Class hours per month (____) = ____ total working hours per month

LOVE CHECKS

- Number of new team members per month (____) x \$1000 initial inventory order average = \$_____ new team production per month. (This does not count existing team's orders)
- Assuming at least 5 order, including your own minimum of \$600.....
- New team production per month (\$_____) x .13 (or 13%) = \$_____ - Your commission per month not including the \$50 bonus you will receive for each new team member after reaching Red Jacket.

REORDERS

- Develop just 1 customer from each class into a "Class A Client" who will order at least \$500 per year (that's about \$42/month - pretty reasonable, since she'll be buying body care, men's care, fragrance, nail care, perhaps vitamins, gift items and of course skin care and color!)
- Number of classes per month (____) x 12 months in a year = ____ classes per year - remember you are developing 1 person from each lass into a \$500 per year client.
- Number of classes per year (____) x \$500 in sales per year = \$_____ Reorder sales per year just from "Class A Clients"!!! Even if you developed only 1 client from every other class, or every 3rd class, can you see how your sales will build?

**This entire formula is based on the number of classes per week
that you said YOU are willing to hold!**