

Your Magic Number

Month:

JANUARY	APRIL	JULY	OCTOBER
FEBRUARY	MAY	AUGUST	NOVEMBER
MARCH	JUNE	SEPTEMBER	DECEMBER

STEP 1: DETERMINE HOW MUCH YOU WANT TO PROFIT

I WANT TO PROFIT \$_____ A MONTH

STEP 2: SET A RETAIL SALES GOAL

CONSIDERING THE 60/40 SPLIT, I NEED TO SELL \$_____ RETAIL PER MONTH. (TAKE DESIRED PROFIT # PER MONTH AND DIVIDE BY .40)

STEP 3: SET A FACES GOAL

TO DETERMINE YOUR FACE GOAL, TAKE YOUR RETAIL SALES GOAL (IN STEP 2) AND DIVIDE BY \$75 PER FACE AVERAGE

MY FACE GOAL IS _____

STEP 4: DETERMINE HOW MANY PEOPLE TO CONTACT

62% OF THOSE YOU ASK WILL SAY YES & HOLD

FACE GOAL _____ DIVIDED BY .62 = _____ # TO ASK

GOAL: ASK YOUR MONTHLY GOAL BY THE 10TH OF THE MONTH!