My Monthly Sales Goal Tracking Sheet

"Give yourself something to work toward. Constantly. A good goal is like a strenuous exercise - it makes you stretch." - Mary Kay Ash

Name:_____ Month:_____

I'm Saving For:

I Need To Profit: $ ÷ .40 = My Retail Sales Goal: $

(Include the tax for your goal in your profit total)

Ready. Set. GOAL!

$

3/4 of my Goal! I CAN DO IT!

Halfway There! I CAN DO IT!

1/4 of my Goal! I CAN DO IT!

Break your goal into bite size chunks!

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: $_____

Retail Goal ÷ Average per Facial = # Faces To Pamper: _____

Faces to Pamper ÷3 guests/party = # Parties to Hold: _____

Picture of Your Goal!

Idea: Share this with your director and your sister consultants by the 5th!

Track Your Wholesale!

$1,700 — $1,700 every month = On Target for Queens Court of Sales!

$1,500

$1,200

$850 — $850 every month = On Target for Princess Court of Sales!

$600 — $600 every month = On Target Star Consultant!

$400

$225

Month End ActualTotals:

Total Sold: _____

40% Profit:_____

50% Wholesale:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2
Total:		