

# MONTHLY GOALS

**CONSULTANT'S NAME:** \_\_\_\_\_

**MONTH:** \_\_\_\_\_

**WEEKLY RETAIL GOAL:** \_\_\_\_\_

(NOTHING HAPPENS UNTIL SOMEBODY SELLS SOMETHING)

**WEEKLY PROFIT GOAL:** \_\_\_\_\_

**PROFIT IS 40% OF WEEKLY RETAIL SALES**

(TAKE PROFIT AFTER \$3000 - \$3600 WHOLESALE INVENTORY IS ON YOUR SHELVES)

**WHOLESALE GOAL:** \_\_\_\_\_

**60% OF WEEKLY RETAIL SALES**

(TAX, BUSINESS & OFFICE SUPPLIES ARE INCLUDED IN YOUR 60%)

**WEEKLY CLASSES:** \_\_\_\_\_

**DON'T FORGET TO DOUBLE BOOK, TWO APPTS., SAME DAY, SAME TIME.**

**WEEKLY GUESTS:** \_\_\_\_\_

(THE NUMBER OF GUESTS YOU INVITE WILL DETERMINE HOW MANY SHOW UP)  
ALWAYS INVITE FIVE (5) SERIOUS GUESTS TO EVERY MARY KAY FUNCTION YOU  
ATTEND. REMEMBER IT IS A NUMBERS GAME: CLASSES = GUESTS

**TEAM BUILDING GOAL:** \_\_\_\_\_

## FIRST OF THE MONTH ACTIVITY

1. PENCIL IN ALL MONTHLY ACTIVITY IN DATEBOOK/PLANNER
2. HOSTESS PACKETS (BASED ON PROJECTED GOAL FOR CLASSES)
3. TEAM BUILDING MATERIALS (To be included in Hostess Packet)
4. E-MAIL OR FAX GOALS TO YOUR DIRECTOR BY THE 5<sup>th</sup> OF EACH MONTH & YOUR NAME WILL GO INTO A DRAWING FOR A PRIZE!

**IF IT IS TO BE IT IS UP TO ME!!!!**