

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:

My Retail Sales Goal:

÷ .40 =

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

Ready. Set.
GOAL!

Projected Month Totals:

Break It Down: ↓

\$

40% Profit of Goal: _____

My Average per Facial: \$ _____

50% Wholesale of Goal: _____

Retail Goal ÷ Average per Facial

5% Section 2/ Supplies: _____

= # Faces To Pamper: _____

5% MK Events/PCP: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

Picture of
Your Goal!

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

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

Break
your goal
into bite
size
chunks!

Month End Actual Totals:

Orders Placed This Month:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Section 1	Section 2

Total: