

# My 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: \_\_\_\_\_

Timeframe: \_\_\_\_\_

I'm Saving For: \_\_\_\_\_

I need To Profit: \_\_\_\_\_

Retail Amount I need to sell: \_\_\_\_\_

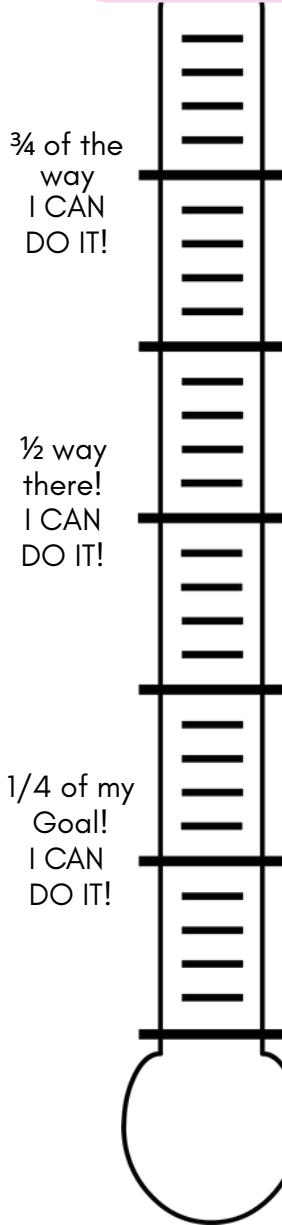
÷ .40 = \_\_\_\_\_

(include the tax in your profit total)



Ready. Set.  
**Goal!**

\$



**Projected Breakdown:** 50% Wholesale: \_\_\_\_\_

5% Section2/Supplies: \_\_\_\_\_

5% MK Events/PCP: \_\_\_\_\_

40% Profit: \_\_\_\_\_

Picture(s) of My Goal!

	September	October	November	December	<b>TOTALS</b>
Total Retail Sales					
40% Profit					
50% Wholesale					
Monthly Sales Challenge					
Section 2 (5%)					
PCP/MK Events (5%)					

# Holiday Selling Plan Sept. 1-Dec.21

There are 16 weeks from Sept 1- Dec 21 and they go by in a blink. We have an opportunity to increase our income and be of service to businesses and busy women! When you intentionally create a plan of action and enjoy creating fun events and ways for people to try and buy Mary Kay you can set yourself up for a successful season of giving and growing.

*"Plan your work and work your plan!" Mary Kay Ash*

How much cash would you like to earn? \$\_\_\_\_\_ Divide that amount by .40= Total Sales Goal:\$\_\_\_\_\_

Now let's break it down into activities that excites you! Here's an example below and then a space to design your own plan!

Selling Plan Example				
Selling Activity	Total Activities Multiply by 4 months	Monthly Activities	Totally From Each Activity	Total from ALL Selling Activities
Adopt a Grandparent/ Business Gifts/Borrow my bag	10	Approx. 2/Month	\$100.00	\$1,000.00
Husband's/Men	20	Approx. 5/Month	\$100	\$2,000.00
Cocoa & Cream Party and Virtual Parties	20	Approx. 5/Month	\$100	\$2,000.00
Holiday Open House	1		\$500.00	\$500.00
Facials, Parties, Cute for a Cause	120 Faces (30/Month)	30 Faces in a month	Approx \$75 a face	\$9,000.00
On the GO/Recorders/PCP	30	7	\$50	\$1,500.00
<b>Total Sales:</b>				<b>\$16,000.00</b>
Re-Invest/Cost of 50%				\$8,000.00
Estimated Expenses 10%				\$1,600.00
<b>NET PROFIT:</b>				<b>\$6,400.00</b>

My Selling Plan				
Selling Activity	Total Activities Multiply by 4 months	Monthly Activities	Totally From Each Activity	Total from ALL Selling Activities
Adopt a Grandparent/ Business Gifts/Borrow my bag				
Husband's/Men				
Cocoa & Cream Party and Virtual Parties				
Holiday Open House				
Facials, Parties, Cute for a Cause				
On the GO/Recorders/PCP				
<b>Total Sales:</b>				
Re-Invest/Cost of 50%				
Estimated Expenses 10%				
<b>NET PROFIT:</b>				