

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:

÷ .40 =

Retail Amount I need to sell:

(include the tax in your profit total)



Ready. Set.
Goal!

\$

Projected Breakdown: 50% Wholesale: _____

5% Section 2/Supplies: _____

5% MK Events/PCP: _____

40% Profit: _____

¾ of the
way
I CAN
DO IT!

½ way
there!
I CAN
DO IT!

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

Picture(s) of My Goal!

	September	October	November	December	TOTALS
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 week 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/ Buisness 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 Partyand Virtual Parties	20	Approx. 5/Month	\$100	\$2,000.00
Holiday Open House	1		\$500.00	\$500.00
Facials, Parites, 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
Total Sales:	\$16,000.00			
Re-Invest/Cost of 50%	\$8,000.00			
Estimated Expenses 10%	\$1,600.00			
NET PROFIT:	\$6,400.00			

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/ Buisness Gifts/Borrow my bag				
Husband's/Men				
Cocoa & Cream Partyand Virtual Parties				
Holiday Open House				
Facials, Parites, Cute for a Cause				
On the GO/Recorders/PCP				
Total Sales:				
Re-Invest/Cost of 50%				
Estimated Expenses 10%				
NET PROFIT:				