

NAME: _____

MONTH: _____



Monthly Tracking Sheet



A tracked number grows! It creates WINS that build confidence that increases results that makes your DREAMS reality!!!

MONTHLY RETAIL GOAL: _____

WS ORDER GOAL: _____

SHARING GOAL _____

NEW TM GOAL: _____

NAME/HOESST	PHONE #	# REFERRALS	SALES + TAX	SCS SOLD	BKD 2ND APPT	QUALIFIED SHARING	MKT INTEREST LEVEL #	ATTENDED EVENT
1.								
2.								
3.								
4.								
5.								
6.								
7.								
8.								
9.								
10.								
11.								
12.								
13.								
14.								
15.								
16.								
17.								
18.								
19.								
20.								
21.								
22.								
23.								
24.								
25.								
26.								
27.								
28.								
29.								
30.								
TOTALS:								

PERFECT START

POWER START

MONTHLY RETAIL SALES: _____ WHOLESALE ORDER: _____ # NEW TEAM MEMBERS: _____

Text/Email or Bring a pic of this sheet to your Weekly Success Night and submit to ELISSA no later than the 5th of the following month

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 =

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

My Retail Sales Goal:

\$

Break It Down: ↓

My Average per Facial: \$ _____

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

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

Ready. Set.
GOAL!

\$ _____

Projected Month Totals:

40% Profit of Goal: _____

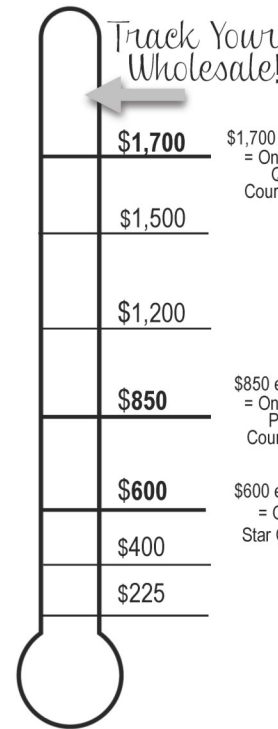
50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____



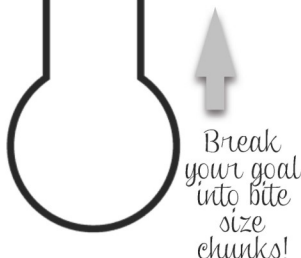
Idea: Share this with your director and your sister consultants by the 5th!



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

Halfway There!
I CAN DO IT!

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



Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2

Total: