

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	SCC 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:

\$

Ready. Set.  
**GOAL!**

➔ \$

Projected Month Totals:

40% Profit of Goal: \_\_\_\_\_

50% Wholesale of Goal: \_\_\_\_\_

5% Section 2/ Supplies: \_\_\_\_\_

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

Break It Down: ↓

My Average per Facial: \$ \_\_\_\_\_

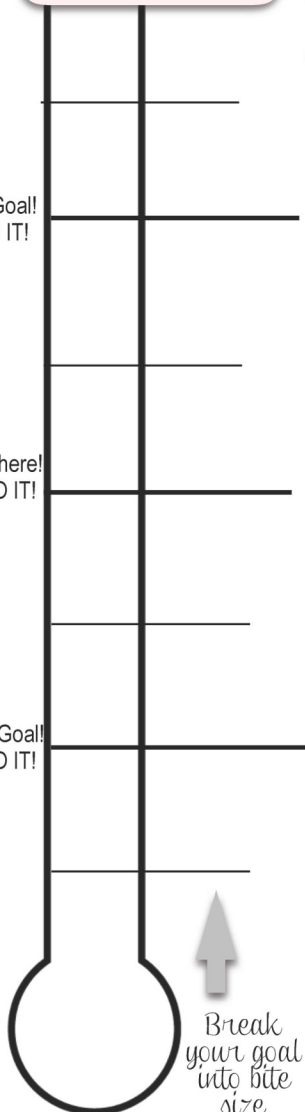
Retail Goal ÷ Average per Facial  
= # Faces To Pamper: \_\_\_\_\_

# 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!

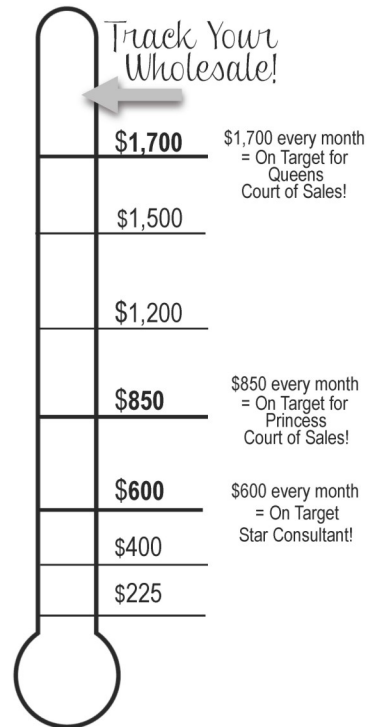


↑ Break your goal into bite size chunks!



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

Track Your Wholesale!



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: