



Monthly Goal-Setting Worksheet

My vision is:

My goal is:

My ordering goal to finish star is _____.
Therefore, my sales goal for the month is _____.

The average facial is \$100. The average class is \$200-\$300. Based on these numbers, I need to hold:

_____ facials or _____ classes
OR
_____ facials AND _____ classes

Map out the times you are going to work (BE SPECIFIC AND RESONABLE):

(for example, "I am going to work on Monday and Tuesday evenings and Saturday mornings")

Then COMMIT to working when you are going to work! If an appoint cancels, get on the phone or out the door!

My career path goal for the month is _____.

Senior Consultant = 1-2 active team members

Star Recruiter/Red Jacket = 3 active team members

Team Leader = 5 active team members (ON-TARGET CAR)

Future Director = 8 active team members

DIQ = 10 active team members

On average, 1 in 5 women who hear the marketing plan decide to try Mary Kay.

Based on these numbers, I need to hold career chats with: _____ clients

Map out when you will hold career chats:

In order to reach my goals, I need to change these things about how I work my business: