



GOAL PLANNING TRACKER

**To Dramatically
Increase Your Avon
Sales This Year!**

OnlineBeautyBiz.com

Online Beauty Biz Goal Planning Tracker



Hey #Rockstar!

Lynn Huber here, and I'm excited to provide this resource for you to use.

One of my favorite quotes is:

"Plan your work and work your plan."

This is one of the foundational keys to success.

Without a plan, you will be aimlessly wandering around without the results that you are wanting.

So let's get busy and make this plan together!

WHAT IS YOUR ANNUAL INCOME GOAL?

Think of three different benchmarks:

This Number Would Make Me Happy	This Number Would WOW Me	My Holy \$h&! Goal

WHAT PRESIDENT'S CLUB LEVEL DO YOU NEED TO HIT THESE 3 GOALS?

Income Goal #1	Income Goal #2	Income Goal #3

HOW MUCH DO YOU NEED TO SELL EACH CAMPAIGN TO HIT EACH INCOME GOAL?

President's Club Level Divided by 26 = How much you need to sell each Campaign.

For example, Honor Society = $\$20,000 \div 26 = \$769.23/\text{campaign}$

Income Goal #1	Income Goal #2	Income Goal #3

What is your Average Customer Order - \$_____

If you're not sure, start with \$25 and you can adjust later.

HOW MANY CUSTOMERS DO YOU NEED EACH CAMPAIGN TO HIT EACH INCOME GOAL?

How much you need to Sell Each Campaign Divided by Your Average Customer Order.

For example, $\$769.23 \div \$25 = \text{approximately } 31 \text{ customers/campaign}$

Income Goal #1	Income Goal #2	Income Goal #3

HOW MANY CUSTOMERS DO YOU NEED EACH DAY TO HIT EACH INCOME GOAL?

Income Goal #1	Income Goal #2	Income Goal #3

HOW MANY BROCHURES DO YOU NEED TO HIT EACH INCOME GOAL?

Income Goal #1	Income Goal #2	Income Goal #3

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