Goal Setting Made Simple
(Based on an average of $500 in retail sales at your parties.)

What is projected for YOUR business this month? You have to have a Business Plan if you want your business to be successful. Goal-setting is your Business Plan for the month!

Goal-Setting in 4 Simple Steps
Make a business plan every month and WRITE it down on our goal sheets.

1. Draw circle charts of your organization – include your current team and the team you want in the future.
2. How many parties do you have confirmed on your calendar?
3. How many parties does your team have confirmed on their calendars?
4. Based on the number of confirmed parties, what do you see in your organization? Is anyone close to a new qualification level based on the number of confirmed parties they have within their personal and their success line calendars?

Goal-Setting Formula
Part 1: Personal Parties + Team Parties = Total Parties for Your Business
Part 2: Total Parties for Your Business X Average Sales at Your Parties = Monthly Volume Goal

Total Number of $500 Parties to Qualify for Each Management Level

<table>
<thead>
<tr>
<th>Qualification Volume</th>
<th>District</th>
<th>Area</th>
<th>Region</th>
<th>Nation</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$6,000</td>
<td>$10,000</td>
<td>$40,000</td>
<td>$160,000</td>
</tr>
<tr>
<td></td>
<td>(in 1 or 2 months)</td>
<td>(for Step 1)</td>
<td>(for Step 1)</td>
<td>(for Step 1)</td>
</tr>
<tr>
<td>Total Parties (between you and your team)</td>
<td>12</td>
<td>20</td>
<td>80</td>
<td>320</td>
</tr>
</tbody>
</table>

Goal-Setting Worksheet
1. Personal Parties: _______ + Team Parties:_______ = Total Parties for Your Business: _______
2. Total Parties for Your Business: ____ X Average Sales at Your Parties: ____ = Monthly Volume:

Questions Based on Goal-Setting Worksheet
1. Are you and your team on target to hit everyone’s goals for District, Area, Region or Nation? If not, what needs adjusting in order for everyone to hit their desired volume goals? Does anyone need to increase their party count to hit their goal?
2. Are you satisfied with what your business is achieving each month? If not adjust the number of parties that you have planned for your business and help your team do the same for their businesses!

**This is how you make a ROCK SOLID Business Plan each month!**