

Monthly Sales Goal Tracking Sheet

Name _____

Month _____

I'm Saving for

I Need to Profit

\$

Picture of My Goal

Total Monthly Retail Sales



I dare you to do something meaningful with your Mary Kay profits this month!

Tell your husband you're going to pay the car payment and/or insurance this month, take over the payment of your electric bill, pick a family in need, or a cause you believe in!

Use your Mary Kay money for something important that has value to you!

Reach Your Goals with Your Mary Kay Money!

1. Decide what your monthly goal is and how much profit you need. Write it in the boxes above! Attach a photo to help you stay focused.
2. Here is the equation:
Take the number you need in profit and divide it by .40. This is the total

Profit Goal Divided by .40 = Total Retail Sales Needed for the Month.

People I Shared *Choices* with This Month

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

\$

Total wholesale orders placed this mo. with the remaining 60% of my total retail sales.

Use the back of this sheet, if needed, to subtract each sale as you make it.