

# GOALS

MONTH \_\_\_\_\_ RETAIL GOAL \_\_\_\_\_ WHS GOAL \_\_\_\_\_  
 MONTHLY PROFIT (TAKE HOME) \_\_\_\_\_ DIVIDED BY .40 = RETAILS MONTHLY SALES GOAL \_\_\_\_\_  
 MONTHLY SALES GOAL DIVIDED BY 4 = \$ \_\_\_\_\_ PER WEEK  
 INTERVIEWS \_\_\_\_\_ 1 OF 5 WILL RECRUIT  
 CLASSES/FACES \_\_\_\_\_ / \_\_\_\_\_  
 3 OR MORE = CLASS 1 OR 2 = FACIAL



## my quarterly star consultant success sheet

My goals this quarter: Wholesale Section 1 Orders + Contest-Qualified New Personal Team Members\* = Total Quarterly Contest Credit  
 \_\_\_\_\_ X 600 = \_\_\_\_\_  
 The prize I'll earn this quarter: \_\_\_\_\_

### my plan of action

Number of bookings \_\_\_\_\_ Number of NEW customers/wk. \_\_\_\_\_ RETAIL sales/wk. \_\_\_\_\_ WHOLESALE Section 1 orders each month \_\_\_\_\_

I'll enter my goals on the right. Then track my achievements each week and each quarter below.

starweekchart	Week	Retail Sales	Wholesale Orders†	Qualified Personal Team Members*	Contest Credits†
	1				
	2				
	3				
	4				
	5				
	6				
	7				
	8				
	9				
	10				
	11				
	12				
	13				
Totals:		\$	+	=	

† A minimum of \$1,800 in wholesale Section 1 orders is required to participate in the quarterly Star Consultant program and to earn contest credits.

## I'll be an all-star!

### Star Consultant Yearlong Consistency Challenge

Year-End Goal: \$7,200 wholesale plus team-building credits (Please check box.)

\$7,200  9,600  12,000  14,400  19,200  
 Sapphire Ruby Diamond Emerald Pearl

Achievement Category	1	2009 - 2010 Quarters			Year-End Total
		2	3	4	
Contest Credits					
Star Earned					

New Team Members\* / Orders

1	_____ / _____
2	_____ / _____
3	_____ / _____
4	_____ / _____
5	_____ / _____
6	_____ / _____
7	_____ / _____

\* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked and accepted by the Company within the contest quarter.

Emerald and Pearl All-Star = invitation to All Star Luncheon at Seminar.

## SEMINAR YEAR END GOALS (JULY 1, 2009 - JUNE 30, 2010)

Court of Sales Goal \_\_\_\_\_  
 Thru \_\_\_\_\_

Court of Sharing Goal \_\_\_\_\_  
 Thru \_\_\_\_\_ Qual \_\_\_\_\_ Total \_\_\_\_\_

Company Court \$36,00 retail sales  
 Area Court \$18,000 retail sales  
 Unit Court \$9,000 retail sales

Company Court 24 qualified  
 Area Court 12 qualified  
 Unit Court 6 qualified

### Sales Director and Consultant Queens'

#### Courts of Personal Sales

Court members must have a total of \$36,000 or more in personal estimated retail production† received during the contest period (July 1, 2009 – June 30, 2010).

### Queen's Court of Sharing

Court members in the Queen's Court of Sharing must achieve 24 or more qualified new team members during the contest period (July 1, 2009 – June 30, 2010). For a new team member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received during the Seminar contest period.