

# NEW FACES *take you* PLACES

Queen's Court of Personal Sales

\$40,000 Personal Estimated Retail Production - Choice of one of these rings



|                           | Retail Sales Goal | Actual Sales This Week | YTD Total |
|---------------------------|-------------------|------------------------|-----------|
| Week 1 July 2 - 8         | \$240             |                        |           |
| Week 2 July 9 - 15        | \$250             |                        |           |
| Week 3 July 16 - 22       | \$260             |                        |           |
| Week 4 July 23 - 29       | \$270             |                        |           |
| Week 5 July 30 - August 5 | \$281             |                        |           |
| Week 6 August 6 - 12      | \$292             |                        |           |
| Week 7 August 13 - 19     | \$304             |                        |           |
| Week 8 August 20 - 26     | \$316             |                        |           |
| Week 9 August 27 - Sept 2 | \$328             |                        |           |
| Week 10 September 3 - 9   | \$342             |                        |           |
| Week 11 September 10 - 16 | \$355             |                        |           |
| Week 12 September 17 - 23 | \$369             |                        |           |
| Week 13 Sept 24 - 30      | \$384             |                        |           |
| Week 14 October 1 - 7     | \$400             |                        |           |
| Week 15 October 8 - 14    | \$416             |                        |           |
| Week 16 October 15 - 21   | \$432             |                        |           |
| Week 17 October 22 - 28   | \$450             |                        |           |
| Week 18 Oct 29 - Nov 4    | \$467             |                        |           |
| Week 19 November 5 - 11   | \$486             |                        |           |
| Week 20 November 12 - 18  | \$506             |                        |           |
| Week 21 November 19 - 25  | \$526             |                        |           |
| Week 22 Nov 26 - Dec 2    | \$547             |                        |           |
| Week 23 December 3 - 9    | \$569             |                        |           |
| Week 24 December 10 - 16  | \$592             |                        |           |
| Week 25 December 17 - 23  | \$615             |                        |           |
| Week 26 December 24 - 30  | \$640             |                        |           |

Half way!

\$10,635

|                               | Retail Sales Goal | Actual Sales This Week | YTD Total |
|-------------------------------|-------------------|------------------------|-----------|
| Week 27 Dec 31 - January 6    | \$665             |                        |           |
| Week 28 January 7 - 13        | \$692             |                        |           |
| Week 29 January 14 - 20       | \$720             |                        |           |
| Week 30 January 21 - 27       | \$748             |                        |           |
| Week 31 January 28 - Feb 3    | \$778             |                        |           |
| Week 32 February 4 - 10       | \$810             |                        |           |
| Week 33 February 11 - 17      | \$842             |                        |           |
| Week 34 February 18 - 24      | \$876             |                        |           |
| Week 35 February 25 - March 3 | \$911             |                        |           |
| Week 36 March 4 - 10          | \$947             |                        |           |
| Week 37 March 11 - 17         | \$985             |                        |           |
| Week 38 March 18 - 24         | \$1,024           |                        |           |
| Week 39 March 25 - 31         | \$1,065           |                        |           |
| Week 40 April 1 - 7           | \$1,108           |                        |           |
| Week 41 April 8 - 14          | \$1,152           |                        |           |
| Week 42 April 15 - 21         | \$1,198           |                        |           |
| Week 43 April 22 - 28         | \$1,246           |                        |           |
| Week 44 April 29 - May 5      | \$1,296           |                        |           |
| Week 45 May 6 - 12            | \$1,348           |                        |           |
| Week 46 May 13 - 19           | \$1,402           |                        |           |
| Week 47 May 20 - 26           | \$1,458           |                        |           |
| Week 48 May 27 - June 2       | \$1,516           |                        |           |
| Week 49 June 3 - 9            | \$1,577           |                        |           |
| Week 50 June 10 - 16          | \$1,640           |                        |           |
| Week 51 June 17 - 23          | \$1,706           |                        |           |
| Week 52 June 24 - 30          | \$1,774           |                        |           |

YOU DID IT! \$40,120

This chart shows you a gradual increase in your sales based on 4% growth each week. It takes into account a 60/40 split you should be making with your retail sales each week, allowing your business to grow with consistency. Keep this as a tracking sheet in your Brain Book. Fill in the numbers each week and make it a game to do a little extra each week! Get pictures of your goal and add them to your skin care class script, date book, computer, mirror, car, anywhere you will see them daily! Have fun with it! Let's say you are on week 23 and your goal is \$569 yet you sell \$640 that week, find a week that matches that and cross it off! If you have an off week you can come back to week 23!