

PURE ROMANCE

Monthly Business Plan

The road to success begins with a vision and a plan.

Name: _____ Month: _____

Monthly Targets: Retail Sales & Sponsoring

Retail Sales Target: _____

of Parties: _____

of Bookings: _____

Target Party Average: _____

Outside Order Sales: _____

of Opportunity Packets to give: _____

of signed new Consultants: _____

I will advance to: _____

Current incentive/contest target: _____

Other: _____

Actual Performance: Retail Sales & Sponsoring

Retail Sales Total: _____

of Parties Held: _____

of Bookings: _____

Actual Party Average: _____

Outside Order Sales: _____

of Opportunity Packets given: _____

of signed new Consultants: _____

Advancement: _____

Current incentive/contest progress: _____

Other: _____

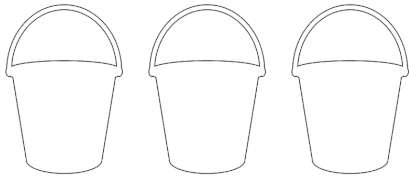
Monthly Gross Profit

At the end of the month, calculate your gross profit and how you will invest this money in your goal buckets (reinvest, pay yourself, dream).

Total Retail: _____

Buying Discount (x .40 =): _____

Gross Profit: _____



Using Your Toolbox

- I completed/reviewed this Monthly Business Plan
- I arranged my personal schedule in advance
- I participated in company events and calls
- I participated in team events and calls
- I touched base with my upline or sponsor
- I invited _____ people to join my team
- _____
- _____
- _____

The 10 Skills of Top Income Earners

At the End of the Month Rate Yourself in the Following Areas (Circle)

1. Set & Achieve Goals	1	-	2	-	3	-	4	-	5	-	6	-	7	-	8	-	9	-	10
2. Presentation Skills	1	-	2	-	3	-	4	-	5	-	6	-	7	-	8	-	9	-	10
3. Generate Leads & Referrals	1	-	2	-	3	-	4	-	5	-	6	-	7	-	8	-	9	-	10
4. Book Parties	1	-	2	-	3	-	4	-	5	-	6	-	7	-	8	-	9	-	10
5. Sales Skills	1	-	2	-	3	-	4	-	5	-	6	-	7	-	8	-	9	-	10
6. Recruit	1	-	2	-	3	-	4	-	5	-	6	-	7	-	8	-	9	-	10
7. Overcome Objections	1	-	2	-	3	-	4	-	5	-	6	-	7	-	8	-	9	-	10
8. Educate	1	-	2	-	3	-	4	-	5	-	6	-	7	-	8	-	9	-	10
9. Productivity	1	-	2	-	3	-	4	-	5	-	6	-	7	-	8	-	9	-	10
10. Confidence	1	-	2	-	3	-	4	-	5	-	6	-	7	-	8	-	9	-	10

Weekly Connection Recap

Daily Activities	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Add It Up	Goal
New Business Calls									<input type="checkbox"/>
New Business Emails									<input type="checkbox"/>
Follow Up Contacts									<input type="checkbox"/>
Face-to-Face Marketing									<input type="checkbox"/>
Referrals Obtained									<input type="checkbox"/>
Opportunity Calls/Meetings									<input type="checkbox"/>
Re-Order Follow Ups									<input type="checkbox"/>
Social Media Posts									<input type="checkbox"/>
VIP & Opportunity Group Posts									<input type="checkbox"/>

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Monthly Recap

	Week 1	Week 2	Week 3	Week 4	Total
# of Parties:					
Total Sales from the Parties:					
Party Average:					
Total Outside Order Sales:					
Total Personal Retail Sales:					
# of Connection Conversations:					
# of signed new Consultants:					