

What am I doing?

A worksheet to help you determine and achieve your goals.

Retailing

1. How much do you need/want to make each month? _____ (A)
2. What is your average show? _____ (B)

Use this equation to determine how many shows you need to do each month to reach your goal.

If show average equals (B)	Your conservative average net profit will be (C)
\$200	\$75
\$300	\$120
\$400	\$160
\$500	\$210

$$\frac{\text{Anticipated Income (A)}}{\text{Avg. Net Profit (C)}} \text{ Divided by } \frac{\text{Your conservative average net profit will be (C)}}{\text{Avg. Net Profit (C)}} \text{ Equals } \frac{\text{Anticipated Income (A)}}{\text{Avg. Net Profit (C)}} \text{ (D)}$$

$$\text{3. Your yearly goal will be } \frac{\text{Anticipated Income (A)}}{\text{Avg. Net Profit (C)}} \times 12 = \text{Annual Total (E)}$$

Sponsoring

1. Do you want to sponsor? _____ (If no, just do the rest for fun.)
2. How many new jewelers would you like to sponsor a year? _____ (F)

~On average, you will sponsor 1 out of 10 of your hostesses that you share Premier with. So use the following to estimate how many of your hostesses you might sponsor.

$$\frac{\text{Annual \# of Shows (E)}}{10} \text{ Divided by } 10 = \text{Approx. \# of Hostesses sponsored (G)}$$

~On average, you will sponsor 1 out of 20 non-hostesses that you share Premier with. If you make a goal to share Premier with 1 additional person from each show, you can increase the above number.

$$\frac{\text{Annual \# of Shows (E)}}{20} \text{ Divided by } 20 = \text{Approx. additional New Jewelers in a Year (H)}$$

2. Approx. Income per active jeweler is \$50 - \$75 per month. To determine additional income from sponsoring, do the following:

$$\frac{\text{Approx. New Jewelers (G) + (H)}}{1} \times \$50 = \text{Additional Monthly Income}$$

This worksheet is not a guarantee of income. It is solely based on sales and sponsoring averages. With consistent homeshows, 1-on-1's, and follow up, statistics show these averages to be accurate.

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