

Production Goal Tracking Form

(Kathy Goff Method)

Wholesale Goal for Month _____(1)

Unit size _____(2) X .33 (# of consultants you can expect will order this month) = _____(3)

_____(3) X \$200 (national wholesale order average) = _____(4)
(what your existing unit will do in production for the month)

Unit Goal _____(1) minus _____(4) (projected wholesale) equals
_____(5) (difference needs to come in with new recruits)

Divide _____(5) by \$1100 (national new recruit order average) =
_____(6) (the number of new recruits you need to reach goal)

_____(6) X 4 = _____ (# of interviews needed in your unit to reach
recruiting goal – considering one in four will recruit)

You can then concentrate on only TWO things: (1) tracking and (2) making sure those interviews are done by you personally and your unit. THAT'S IT!