

Your Goals and Strategies

Review Your Results from the Last 26 Campaigns (Year) and Last 6 Campaigns (Quarter)

	Personal Measures			
	Earnings Amt.	Earnings Title	G1 Appts.	Personal Sales
Last 26 Campaigns (Year) Total				
Last 26 Campaigns (Year) Average				
C#				
C#				
C#				
C#				
C#				
C#				
C#				
Last 6 Campaigns (Qtr) Total				
Last 6 Campaigns (Qtr) Average				

	Team Measures						
	G1-G3 Sales Leaders	Team New Appts.	Team Reg. Recruits	Team Order Activity %	Team Orders	Team Avg. Order Size	Team Sales
Last 26 Campaigns (Year) Total							
Last 26 Campaigns (Year) Average							
C#							
C#							
C#							
C#							
C#							
C#							
C#							
Last 6 Campaigns (Qtr) Total							
Last 6 Campaigns (Qtr) Average							

Your Goals and Strategies

Set Your Goals for the Next 26 Campaigns (Year) and Next 6 Campaigns (Quarter)

	Personal Measures			
	Earnings Amt.	Earnings Title	G1 Appts.	Personal Sales
Next 26 Campaigns (Year) Total				
Next 26 Campaigns (Year) Average				
C#				
C#				
C#				
C#				
C#				
C#				
Next 6 Campaigns (Qtr) Total				
Next 6 Campaigns (Qtr) Average				

	Team Measures						
	G1-G3 Sales Leaders	Team New Appts.	Team Reg. Recruits	Team Order Activity %	Team Orders	Team Avg. Order Size	Team Sales
Next 26 Campaigns (Year) Total							
Next 26 Campaigns (Year) Average							
C#							
C#							
C#							
C#							
C#							
C#							
Next 6 Campaigns (Qtr) Total							
Next 6 Campaigns (Qtr) Average							

Your Goals and Strategies

Ask Yourself:

- Are these goals attainable?
- How aggressive are these goals compared to past performance?
- If you achieve your goals for the next year (26 campaigns), how much closer will you be to achieving your dream?
- Do your goals for the next 6 campaigns put you on track to achieve your goal for the year (next 26 campaigns)?

Notes

Define Your Strategies: How Will You Achieve Your Goals?

My strategies are:

- Make 5 contacts a day, 5 days a week ("O" in B.O.S.S.)
- Plan and execute Avon Opportunity Meetings ("S" in B.O.S.S.)

Think About Your Personal Goals

- How will you achieve your title goal?
- How will you increase your earnings?
- How will you increase your personal sales?
- How will you identify potential new Representatives?

Think About Your Team Goals

- How will you help your team increase total orders?
- How will you help your team increase their average order size?
- How will you help your team members place more orders?
- How will you help your team members to place orders?
- How will you increase total team sales?
- How will you identify potential new Representatives?
- How will you help your team grow their teams?
- How will you help Representatives become Leaders?
- How will you keep your team satisfied so they stay with Avon?

Remember:

Selling drives earnings:

Sell \$50 to 5 People, Earn 30% = \$75

Sell \$50 to 6 People, Earn 35% = \$105

Sell \$50 to 10 People, Earn 40% = \$200

NOTE: President's Club Members are eligible for higher earnings based on award sales. See YourAvon.com for details

Recruiting drives earnings:

1 New Recruit Who Sells \$150 = \$20 + 3% Bonus (Unlimited!)*

**See Representatives and Sales Leadership Earnings Charts on YourAvon.com*

Possible Strategies

Continue doing things that are proven successful

Do more of your most productive activities

Stop doing things that do not produce results

Try new activities that could drive results

Notes

Your Call to Action

Do two things in the next 2 weeks to make progress toward your goals.

Make them S.M.A.R.T. (Specific, Measurable, Attainable, Relevant, Time-Bound).

1.	2.
----	----