

CONSULTANT GOAL WORKSHEET

Use this worksheet as a tool to assist you in setting your goals for 2009.

NAME _____

CONSULTANT # _____

PHONE # _____

MY RECRUITER _____

Please send a copy of this worksheet to your Director. Then, your Director can guide you toward reaching your goals. Also, be sure to mark your goals in each month of this planner. It's going to be an exciting year!

I want to use my Pampered

Chef earnings to: _____

My Recruiting Goals

I plan to recruit _____ Consultants. I will share the opportunity with _____ people per week.

My Overall Business Goals

I plan to promote to _____ (Directorship level)

by _____ (Date)

My Top Performance Cluster goal is:

(Mark all that apply.)

- Personal Sales Personal Recruiting
 Developing Directors First Line Cluster Sales
 Overall Cluster Sales Balanced Business

My 2009 incentive program goal is:

Areas I want to improve to achieve my goals:

- Bookings Host coaching
 Recruiting Show average
 Customer care Goal planning
 Time management/organization
 Other _____

I plan to improve these areas by attending:

- Cluster meetings Leadership Summit
 National Conference Other _____

I find the following support helpful to me:

- Phone contact Videos
 Cluster Meetings Tele-classes
 Newsletter from Director Consultant's Corner
 E-mail from Director Newsletter from Home Office
 Online Training courses Other _____
 Audio recordings

Please rate the following benefits of your Pampered Chef® business according to their importance to you:

A. Very important B. Somewhat important C. Not important

- Money/Income Personal growth
 Recognition Fun
 Friendships Products
 Career opportunity Awards/Trips
 Satisfaction of helping others Other _____

My Sales Goals

	My Goal	Example
Monthly income goal	_____	\$500
Commission Rate (see chart below)	÷ _____	÷ .24
Commissionable sales needed to submit per month*	= _____	= \$2,500
My Show average	÷ _____	÷ \$400
Shows needed per month	= _____	6

Monthly Commissionable Sales Total	Commission %	Commission % After \$15,000 Career Sales
\$4,000 and over	25%	27%
\$2,500 - \$3,999.99	24%	26%
\$1,250 - \$2,499.99	23%	25%
\$750 - \$1,249.99	22%	24%
\$1 - \$749.99	20%	22%

* The highest commission rate you can attain for the month will apply to all commissionable sales made during that month.