

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 Top Performance Cluster goal is:
(Mark all that apply.)

- | | |
|--|---|
| <input type="checkbox"/> Personal Sales | <input type="checkbox"/> Personal Recruiting |
| <input type="checkbox"/> Developing Directors | <input type="checkbox"/> First Line Cluster Sales |
| <input type="checkbox"/> Overall Cluster Sales | <input type="checkbox"/> Balanced Business |

My 2009 incentive program goal is: _____

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)

Areas I want to improve to achieve my goals:

- | | |
|---|--|
| <input type="checkbox"/> Bookings | <input type="checkbox"/> Host coaching |
| <input type="checkbox"/> Recruiting | <input type="checkbox"/> Show average |
| <input type="checkbox"/> Customer care | <input type="checkbox"/> Goal planning |
| <input type="checkbox"/> Time management/organization | |
| <input type="checkbox"/> Other _____ | |

I plan to improve these areas by attending:

- | | |
|--|--|
| <input type="checkbox"/> Cluster meetings | <input type="checkbox"/> Leadership Summit |
| <input type="checkbox"/> National Conference | <input type="checkbox"/> Other _____ |

I find the following support helpful to me:

- | | |
|---|--|
| <input type="checkbox"/> Phone contact | <input type="checkbox"/> Videos |
| <input type="checkbox"/> Cluster Meetings | <input type="checkbox"/> Tele-classes |
| <input type="checkbox"/> Newsletter from Director | <input type="checkbox"/> Consultant's Corner |
| <input type="checkbox"/> E-mail from Director | <input type="checkbox"/> Newsletter from Home Office |
| <input type="checkbox"/> Online Training courses | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> 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

- | | |
|---|--|
| <input type="checkbox"/> Money/Income | <input type="checkbox"/> Personal growth |
| <input type="checkbox"/> Recognition | <input type="checkbox"/> Fun |
| <input type="checkbox"/> Friendships | <input type="checkbox"/> Products |
| <input type="checkbox"/> Career opportunity | <input type="checkbox"/> Awards/Trips |
| <input type="checkbox"/> Satisfaction of helping others | <input type="checkbox"/> 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.