

CONSULTANT GOAL WORKSHEET

Use this worksheet as a tool to assist you in setting your goals for 2008.

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!

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 2008 incentive
program goal is:

My Sales Goals

	My Goal	Example
Monthly income goal	350	\$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.

Areas I want to improve to achieve my goals:

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

I plan to improve these areas by attending

- ☐ Cluster meetings
- ☐ National Conference
- ☐ Leadership Summit
- ☐ Other _____

I find the following support helpful to me:

- ☐ Phone contact
- ☐ Cluster Meetings
- ☐ Newsletter from Director
- ☐ E-mail from Director
- ☐ Audio CDs
- ☐ Videos
- ☐ Consultant's Corner
- ☐ Newsletter from Home Office
- ☐ Other _____

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
- ☐ Recognition
- ☐ Friendships
- ☐ Career Opportunity
- ☐ Satisfaction of helping others
- ☐ Personal growth
- ☐ Fun
- ☐ Products
- ☐ Awards/Trips
- ☐ Other _____