

HOW MANY DAYS ARE THERE IN YOUR PUSH?

**Sales Goal for the PUSH:**\_\_\_\_\_

Divide by \$350 (or your average order)

**Orders needed for the week:**\_\_\_\_\_

Divide by .7 (or your closing ratio)

**Demos needed for the week:**\_\_\_\_\_

Divide by .75 (75% completion ratio)

**Demos need to BOOK for the week:**\_\_\_\_\_

Divide by .1 (1/10 call to booking)

**Calls made for week:**\_\_\_\_\_ (you have 100% control of calls made)

Always use a [schedule](#)

**Outlining your numbers, knowing exacts of what you need to do on each day is key. Always break down your goals to an action step you have 100% control on.**

**( Example # of calls )**