Sales Goal for the week:_____

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)*

Now most important you need to get a <u>weekly schedule</u> *(the page)* and with pen and paper <u>actually put on schedule where you will phone jam</u> and MOST IMPORTANT how many calls will you make minimum at each set phone jam.

When you add them all up for the set days the # of calls made should match the bottom number or be higher.