

## Strategic Planning and Growth

*“It’s the Same Thing!”*

Teach your team to transfer the skills they have developed in one area to other areas of their business.

<b>Audience</b>	<b>Recruiting</b>	<b>Coaching</b>	<b>Retention</b>	<b>Development</b>
<b>Customer/Hostess</b>				
<b>Representative</b>				
<b>Emerging Leader</b>				
<b>Star Leader</b>				
<b>Manager</b>				

# Business Analysis

Analysis Date \_\_\_\_\_

Name	MTD Sales	Party Average	4-week Advance Bookings				Projected Sales/Mo	Prospects	Recruits
1 Personal									
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
14									
15									
<b>Totals</b>									

Notes:

# Business Analysis

Analysis Date \_\_\_\_\_

Name	MTD Sales	Party Average	4-week Advance Bookings				Projected MTD Sales	Prospects	Recruits
			④						
Personal									
1                    ①	②	③				⑤	⑥	⑦	
2									

Fill in the date you are doing this Business Analysis. If you are only doing it once a month, mid-month is a good time to do it so you have time to influence your results for the month.

- ① Write in the names of the Reps with whom you are doing coaching calls. If you are coaching 2<sup>nd</sup> or 3<sup>rd</sup> level Reps, indent their names on the report.
- ② List month to date entered sales. This number can be found on your downline report. If you know from your coaching calls that your Rep has sales that have not yet been submitted, list those in ( ) below the entered sales.
- ③ Write your Rep’s party average based on previous month or year-to-date sales. To arrive at this number, divide the sales by the number of parties she entered to achieve the sales.
- ④ Above each of the four sub-columns, write down the dates for the upcoming weeks. Delineate month end by drawing a dark line after the week that ends the current month. Fill in the number of parties your Rep has scheduled for the next four weeks.
- ⑤ Multiply ③ - your Rep’s party average by the number of parties she has booked for the remainder of the current month. This number + the sales she already has that she has not yet entered will give you her projected sales for the month.
- ⑥ Note the names of her recruit leads. Provide assistance with follow up when necessary.
- ⑦ Fill in the names of new recruits who were signed during the current month. If you will be coaching these Reps, transfer the names to the New Rep Tracker and make sure their *First Steps to Stardom* training has been done and coaching calls have been set up.

Finally, complete the totals across the bottom of the page. Use this data to project team results and determine areas that you can influence with coaching, recognition, contests or incentives.