**MONTHLY MOTIVATOR!**

**This month, my goal is to achieve:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ *(Attach your cash! Examples: New patio furniture, tires for your car, a PartyLite sales challenge, a bill you want to pay, front row seating, etc.)*.

* ***When I achieve this, I will earn $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.***

**EVALUATION OF THE PREVIOUS MONTH OF:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* \_\_\_\_\_\_\_\_\_\_\_ # of shows originally booked
* \_\_\_\_\_\_\_\_\_\_\_ # of cancellations
* \_\_\_\_\_\_\_\_\_\_\_ # of shows held
* \_\_\_\_\_\_\_\_\_\_\_ Amount of NON-SHOW Sales (fundraisers & online orders)
* \_\_\_\_\_\_\_\_\_\_\_ Average guests per show
* \_\_\_\_\_\_\_\_\_\_\_ Average sales per show
* \_\_\_\_\_\_\_\_\_\_\_ Average bookings per show
* \_\_\_\_\_\_\_\_\_\_\_ Bookings I got outside of shows (Out & about, calls, FB, etc.)

**PERSONAL ACTION PLAN FOR UPCOMING MONTH OF: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* I have \_\_\_\_\_\_\_\_ # of parties up for the month
* I have confirmed \_\_\_\_\_\_\_\_ # of parties
* Based on my show sales average, this will net $\_\_\_\_\_\_\_\_\_\_\_\_ in sales this month.
* I need $\_\_\_\_\_\_\_\_\_\_\_\_\_ in sales to achieve my monthly motivator.
* With my current cancellation rate and show sales average, I need to book \_\_\_\_\_\_\_\_\_\_ additional live shows on to my calendar to achieve $\_\_\_\_\_\_\_\_\_\_\_\_ sales.
* ***Based on my booking ratio, I will book \_\_\_\_\_\_\_\_\_\_ shows at my shows.***
* ***I will supplement my bookings by communicating with \_\_\_\_\_\_\_\_\_\_\_ people not at my shows.***
* I also need to plan for $\_\_\_\_\_\_\_\_\_\_ additional sales outside of shows (i.e., catalog shows, online orders, fundraisers)
* In order to reach my goal, I need to have \_\_\_\_\_\_ number of LIVE connections PER WEEK!

***My plan to accomplish this is as follows:***

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**ACCOUNTABILITY SUGGESTIONS:**

*You can choose the best way to be held accountable for your monthly achievement!*

1. CHOOSE AN ACCOUNTABILITY PARTNER AND DECIDE ON A PERSONAL MOTIVATOR TO KEEP EACH OTHER ACCOUNTABLE (Candles, lunch, trade unit trainings, etc.)
2. CHOOSE TO HOLD YOURSELF ACCOUNTABLE THROUGH A PERSONAL ACHIEVEMENT CARD ~ a series of 10 or more personal successes that, once achieved, allows you to treat yourself!