

Representative

90-Day Business Plan

Campaign #

District #

Name

1



STEP 1: Discuss Dreams & Goals

Immediate:

Future:

2



STEP 2: Identify Prior Quarter Achievements

(Sales Achievements, Certifications, Incentives, etc.)

Sales Achievements:

Super Hits / UPR Achievements

3



STEP 3: Discuss Campaign to Date Performance and Earnings

	C:	C:	C:	C:	C:	C:	TOTAL		Per Campaign Average
Award Sales	\$	\$	\$	\$	\$	\$	= \$	÷ 6 =	
Total Customers							=	÷ 6 =	
Average Order	\$	\$	\$	\$	\$	\$	= \$	÷ 6 =	
Average Earnings	\$	\$	\$	\$	\$	\$	= \$	÷ 6 =	
Total Sales (cumulative)	\$	\$	\$	\$	\$	\$			

Previous CTD Sales (from last 90 Day Plan OR from Invoice)

4



STEP 4: Recognize Opportunities for Growth

	President's Club	Honor Society	Rose Circle	McConnell Club	President's Council	Inner Circle
Total Sales (minimum requirement)	\$10,000	\$20,000	\$35,000	\$65,000	\$110,000	\$220,000
Average # of Customers ¹	15	31	53	100	169	338
Average Award Sales per Campaign ²	\$385*	\$763	\$1,347	\$2,500	\$4,231	\$8,462
Average Percentage Earnings	40%	40%	45%	50%	50%	50%
Average Monthly Earnings Potential	\$308	\$588	\$1,212	\$2,500	\$4,231	\$8,462

¹ Calculated based on the number of Customers (each with an Average Order Size of \$25) needed to reach the Award Sales per Campaign targets

² Takes into consideration Average Award Sales needed in one full year to achieve sales title

	TARGETED LEVEL (Reference table above)	CURRENT LEVEL (Reference table in STEP 3)	VARIANCE
Title			
Total Cycle to Date Sales	\$	\$	= \$
Average # of Customers			=
Average Customer Order	\$ 25	\$	= \$
Average Award Sales per Campaign	\$	\$	= \$
Average Monthly Earnings Potential	\$	\$	= \$

POTENTIAL TARGETS PER CAMPAIGN		
\$	÷	= \$
Total CTD Sales Variance	# of Campaigns left in Cycle	Avg Award Sales
\$	÷ \$ 25	=
Avg Award Sales	Avg Customer Order ⁴	Avg # of Customers
\$	x	% = \$
Avg Award Sales	Percentage Earnings	Potential Earnings

⁴ Average Customer order size in the U.S. - \$25

5



STEP 5: Plan Next 90 Day Targets & Calculate Potential Earnings

Thought Starters

CUSTOMERS

How many new Customers from Prospecting?

Prospecting (Power of 3)

How many referrals from current Customers?

Customer Referrals +

How many referrals will you get from your existing network?

Customer Network (Expand your Reach) +

How many Customers will you follow-up with?

Online Customers +

How many brochures will you share in each Campaign?

Existing Customers +

TOTAL =
NOTE: Write down actions to support your Customer targets in the Action Plan.

BUILD A REPEAT BEAUTY BUSINESS

☐ SKINCARE REGIMEN

Facial Wash + \$

Treatment + \$

Day Cream + \$

Night Cream + \$

TOTAL REGIMEN SALES = \$
Repeats Every 90 Days x1 \$

Multiply by number of Quarters left in Cycle x \$

Multiply by number of Customers you will offer this to x \$

☐ SELL THE WHOLE FACE

Foundation + \$

Eyes (Liner + Shadow + Mascara) + \$

Lips (Liner + Gloss/Lipstick) + \$

Cheeks (Bronzer/Blush) + \$

TOTAL REGIMEN SALES = \$
Repeats Every 90 Days x1 \$

Multiply by number of Quarters left in Cycle x \$

Multiply by number of Customers you will offer this to x \$

☐ FRAGRANCE

Perfume \$

Body Wash \$

Lotion \$

TOTAL REGIMEN SALES = \$
Repeats Every 45 Days x2 \$

Multiply by number of Quarters left in Cycle x \$

Multiply by number of Customers you will offer this to x \$

☐ PERSONAL CARE

Body Wash / Shower Gels \$

Lotion / Creams / Oils \$

Hand Cream \$

TOTAL REGIMEN SALES = \$
Repeats Every 45 Days x2 \$

Multiply by number of Quarters left in Cycle x \$

Multiply by number of Customers you will offer this to x \$

NOTE: Write down actions to support your Customer order targets in the Action Plan.



CAMPAIGN	DATE	ACTIVITY	COMPLETED
C	Date of execution	Write down the detailed actions to support	Sign off when completed
			<input type="checkbox"/>
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TIMING	ADDITIONAL SUPPORT FROM UPLINE		COMPLETED
			<input type="checkbox"/>
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			<input type="checkbox"/>
			<input type="checkbox"/>
TIMING	FOLLOW UP MEETINGS		COMPLETED
	30-Day Follow up with Upline		<input type="checkbox"/>
	60-Day Follow up with Upline		<input type="checkbox"/>
	90-Day Update		<input type="checkbox"/>