



Dear Independent Sales Director:

**I would like more information about the following areas:**

Booking \_\_\_\_\_ Closing My Classes \_\_\_\_\_

Coaching \_\_\_\_\_ Customer Service \_\_\_\_\_

Sharing the Opportunity \_\_\_\_\_ Business Management \_\_\_\_\_

Telephone Sales \_\_\_\_\_ Obtaining Reorders \_\_\_\_\_

Skin Care Classes/Facials/Color Appointments \_\_\_\_\_ On the Go Appointments \_\_\_\_\_

Online/Personal Web Site Orders \_\_\_\_\_ Shows (Collection Previews, etc.) \_\_\_\_\_

Pref. Customer Program Mailings/Reorders/Misc. Sales \_\_\_\_\_ Other ( \_\_\_\_\_ ) \_\_\_\_\_

**Next Week's Goals**

Amount of Sales \$ \_\_\_\_\_

Number of Skin Care Classes/Facials/Color Appointments \_\_\_\_\_

Number of On the Go Appointments \_\_\_\_\_

Number of On With the Shows Appointments \_\_\_\_\_

Number of Team-Building Appointments \_\_\_\_\_

Number of Customer Calls \_\_\_\_\_

**This Week's Hourly Gross-Profit Earnings**

Your Estimated Weekly Gross Profit \$ \_\_\_\_\_

÷ Hours Worked \_\_\_\_\_

= **Total Gross Profits Earned Per Hour** \$ \_\_\_\_\_

New or Prospective Team Members					
INTERVIEWED (✓)	RECRUITED (✓)	NAME	COMPLETE ADDRESS	TELEPHONE	E-MAIL ADDRESS

