

*Learn from the past, set vivid, detailed goals for the future, and live in the only moment of time over which you have any control: NOW!!!!*

Name: \_\_\_\_\_

## ***Yearly Goal Setting Worksheet***

***I want to take home this year*** \$ \_\_\_\_\_

**What I will need to produce? *Double it!*** \$ \_\_\_\_\_

**Divide by 50 weeks** (giving you 2 weeks' vacation)  
(Or number of weeks you know you will work this year) \$ \_\_\_\_\_

**Divide by # of days you work per wk** \$ \_\_\_\_\_

**Divide by # of guests you see per day**  
**Equals Average ticket per client** \$ \_\_\_\_\_

**Retail Goal** (1/2 Product per guest)  
Number of guests divided by 2 # \_\_\_\_\_

**Guests' Pre-Booked** (min 40%)  
(Depends on your level and growth goals) % \_\_\_\_\_

Keeping your focus on effectiveness per guest will help you reach your goals faster, working smarter not harder. Your goal is to have each guest receiving 2-3 services per visit