

Sales Goals Worksheet

1. I will make \$ _____ in 2010
2. I need to sell _____ (number of units, product or service) each month to achieve my financial goal.
3. I need _____ (how many) solid leads to achieve the number of units I need to sell.
4. I need _____ (how many) prospects in order to reach my number of solid leads.
5. I need to cold call by phone _____ (how many) a day to reach my number of prospects.
6. I need to business to business prospect _____ (number of businesses) a day to reach my number of prospects.
7. I need to hold _____ (how many) workshops and seminars a month to reach my number of prospects.
8. I need to network with _____ (how many) individuals, organizations and business groups to reach my number of prospects.
9. I need to send out _____ (how many) email campaigns, direct marketing pieces and sales letters a month to reach my number of prospects.
10. I need to start my day at _____ am and end it at _____ pm to reach my number of prospects.
11. I need to work _____ weekends a month to reach my number of prospects.
12. I need to read _____ books, listen to _____ CD training courses a week to reach my number of prospects
13. I need to workout _____ a week in order to achieve my goals.