

Monthly Spa ESCAPE® Tracking Sheet

Consultant Mary Jones Unit Smith Month September Year 2007

GOALS FOR THE MONTH: Bookings 8 Share the Opportunity 15 New Consultants 9 Sales \$ 3000

	Date	Hostess Name	# of Guests Attended	# of New Consultants	Bookings	\$ Amt. of Outside Orders	Total Sales including outside orders	# of Orders	Avg. Sales per Order Total Sales ÷ # of orders =	My Hostess Investment (See example)	Profit Total Sales x % (discount level) =
1.)	9/1	Allison	7	1	2	\$ 150	\$ 350	7	\$ 50	\$ 32.25	\$ 175
2.)	9/5	Barbara	13	2	3	\$ 100	\$ 400	10	\$ 40	\$ 36	\$ 200
3.)	9/7	Cathy	6	0	2	\$ 0	\$ 200	5	\$ 40	\$ 16	\$ 100
4.)	9/11	Danielle	10	2	3	\$ 75	\$ 275	10	\$ 27.50	\$ 19.75	\$ 137.50
5.)	9/14	Ellen	14	2	4	\$ 200	\$ 500	10	\$ 50	\$ 56	\$ 250
6.)	9/20	Farrah	4	0	1	\$ 50	\$ 200	4	\$ 50	\$ 16	\$ 100
7.)	9/23	Gabrielle	9	1	2	\$ 100	\$ 300	6	\$ 50	\$ 28.50	\$ 150
8.)	9/28	Heather	5	1	2	\$ 125	\$ 400	5	\$ 80	\$ 36	\$ 200
TOTAL:			68	9	19	\$ 800	\$ 2625	57	\$ 387.50	\$ 240.50	\$ 1312.50
MONTHLY AVERAGE RESULTS: (Total ÷ # of Spa ESCAPEs held)			8.5	1.13	2.38	\$ 100	\$ 328.13	7.13	\$ 48.44	\$ 30.06	\$ 164.06

Monthly Spa ESCAPE® Tracking Sheet

Consultant _____ Unit _____ Month _____ Year _____

GOALS FOR THE MONTH: Bookings _____ Share the Opportunity _____ New Consultants _____ Sales \$ _____



Date	Hostess Name	# of Guests Attended	# of New Consultants	Bookings	\$ Amt. of Outside Orders	Total Sales <small>including outside orders</small>	# of Orders	Avg. Sales per Order <small>Total Sales ÷ # of orders =</small>	My Hostess Investment <small>(See example)</small>	Profit <small>Total Sales x % (discount level) =</small>
1.)					\$	\$		\$	\$	\$
2.)					\$	\$		\$	\$	\$
3.)					\$	\$		\$	\$	\$
4.)					\$	\$		\$	\$	\$
5.)					\$	\$		\$	\$	\$
6.)					\$	\$		\$	\$	\$
7.)					\$	\$		\$	\$	\$
8.)					\$	\$		\$	\$	\$
TOTAL:					\$	\$		\$	\$	\$
MONTHLY AVERAGE RESULTS: <small>(Total ÷ # of Spa ESCAPEs held)</small>					\$	\$		\$	\$	\$

HOSTESS CHART:

Spa ESCAPE Retail Amount (including outside orders)	Bookings	Reward
\$200 - \$299.99	2	\$20 - \$29.99 FREE product (10% of Spa ESCAPE sales)
\$300 - \$499.99	2	\$45 - \$74.99 FREE product (15% of Spa ESCAPE sales)
\$500 +	2	\$100 + FREE product (20% of Spa ESCAPE sales)

HOSTESS INVESTMENT EXAMPLE:

Total Spa ESCAPE sales: \$250

Hostess Received:	At the 50% discount level, you spent:
1/2 price skin care Maintenance Set when she booked	\$0
Personal spa neckwrap	\$6 (\$9 CN)
\$25 in FREE product of her choice	\$12.5
Additional Hostess Coaching rewards	\$8
Total:	\$26.50 (\$29.50 CN)