

## Bubble Sheet Activity Breakdown

Profit Goal: \$\_\_\_\_\_ X 2.5 = \_\_\_\_\_\* (this is the reverse of 60/40)

Retail Sales Goal: \* \_\_\_\_\_ by \_\_\_\_\_ (date)

Current Retail: - \_\_\_\_\_ as of \_\_\_\_\_ (today)

Retail left: = \_\_\_\_\_ ❖ to sell by \_\_\_\_\_ (goal completion date)

What is your average sales per party? ★ \_\_\_\_\_

You only know the answer to this if you've held 10 parties in the last two months. If you haven't done that, use the company average of \$200

Divide what I have left to sell by this average.

❖ \_\_\_\_\_ ÷ ★ \_\_\_\_\_ = ◆ \_\_\_\_\_

How many weeks left until June 30<sup>th</sup>? ● \_\_\_\_\_

How many parties do I need to hold per week?

◆ \_\_\_\_\_ ÷ ● \_\_\_\_\_ = ♥ \_\_\_\_\_

Bubble Sheet ~ 55 circles (asks) yields 10 bookings. So, for every 5 or 6 contacts you make, you should get one booking.

✓ \_\_\_\_\_

How many "asks" do I need to do to get to ◆ \_\_\_\_\_?

✓ \_\_\_\_\_ X \_\_\_\_\_ = ☷ \_\_\_\_\_

(6 times the number of bookings I need ◆ is the number of "asks" I need to do ☷)

This can seem like a big number, but remember:

- Everyone *you know* knows 10 people you don't.
- This will be happening over the next several months
- If you start with 10 people you DO know, they can lead you to the rest if you do your part.

☷ \_\_\_\_\_ total calls in the next ● \_\_\_\_\_ weeks = # \_\_\_\_\_ calls per week

Now ~ you choose how many days a week you are going to make these calls. \_\_\_\_\_

# \_\_\_\_\_ of calls ÷ \_\_\_\_\_ days per week = \_\_\_\_\_ calls per day

***I will persist without exception!*** ☷