

My Holiday Strategy

*"Plan your work and work your plan!"
-Mary Kay Ash*

I want to profit this holiday season: \$_____

Considering the 60/40 Split, in order to reach my profit goal, my retail sales will need to be: \$_____

Profit Goal divided by 0.40=Retail Goal / Example: \$500 Profit divided by 0.40=\$1250 Retail

10% of my Retail Sales will go to Supplies and Packaging, including wrapping, ribbon, tissue, cello bags, etc. (unless I charge my customers extra for these services). 10% of my Retail Sales Goal will allow me to spend: \$_____

Example: Retail Sales Goal \$1000 x 0.10= \$100 to spend on supplies

From the ideas shared at the Cash Christmas Workshop, these are the ones that I will implement:

- 1)
- 2)
- 3)

Here are the 1-5 gifts or sets that I will offer my customers:

- 1)
- 2)
- 3)
- 4)
- 5)

From the ideas I have chosen, here is a list of people I am going to contact first:

	Customer's Name	Number	Response
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____
6.	_____	_____	_____
7.	_____	_____	_____
8.	_____	_____	_____
9.	_____	_____	_____
10.	_____	_____	_____
11.	_____	_____	_____
12.	_____	_____	_____
13.	_____	_____	_____
14.	_____	_____	_____
15.	_____	_____	_____
16.	_____	_____	_____
17.	_____	_____	_____
18.	_____	_____	_____
19.	_____	_____	_____
20.	_____	_____	_____
21.	_____	_____	_____
22.	_____	_____	_____
23.	_____	_____	_____
24.	_____	_____	_____
25.	_____	_____	_____
26.	_____	_____	_____
27.	_____	_____	_____
28.	_____	_____	_____
29.	_____	_____	_____
30.	_____	_____	_____

Happy Selling!!!