

MONTHLY SALES GOALS

MONTH:

DATE:

SALESMAN:

INSTRUCTIONS FOR TOP: Each month take some time to complete this form and hand it back to your Sales Manager as soon as possible. Your Closing Percentage, Sales Volume, Units Sold, and Average Sales Price Goals need to be planned throughout the month. Base your monthly tours on the previous months and what your Sales Manager discusses during the first meeting of each month. These numbers are entered into [SalesForce] as your personal "Sales Quota" and add up to each resorts overall Quota for the month.

TOURS	SALES	CLOSING %	AVG SALES PRICE	VOLUME

INSTRUCTIONS FOR BOTTOM: Please list a minimum of four Sales & Career Goals and two Personal Goals for each month. Sales & Career (work related) Goals should be qualities you want to improve upon each month. These can range from specific points in your presentation that needs working on, attitude issues, attendance problems, or to a position you want to gain within the company. As the numbers projected above, these goals must be something within reason. Personal Goals can be anything in your personal life that you feel would make you happy. Be prepared to discuss each goal with your Sales Manager during your monthly One-on-Ones!

SALES & CAREER GOALS:

PERSONAL GOAL:
