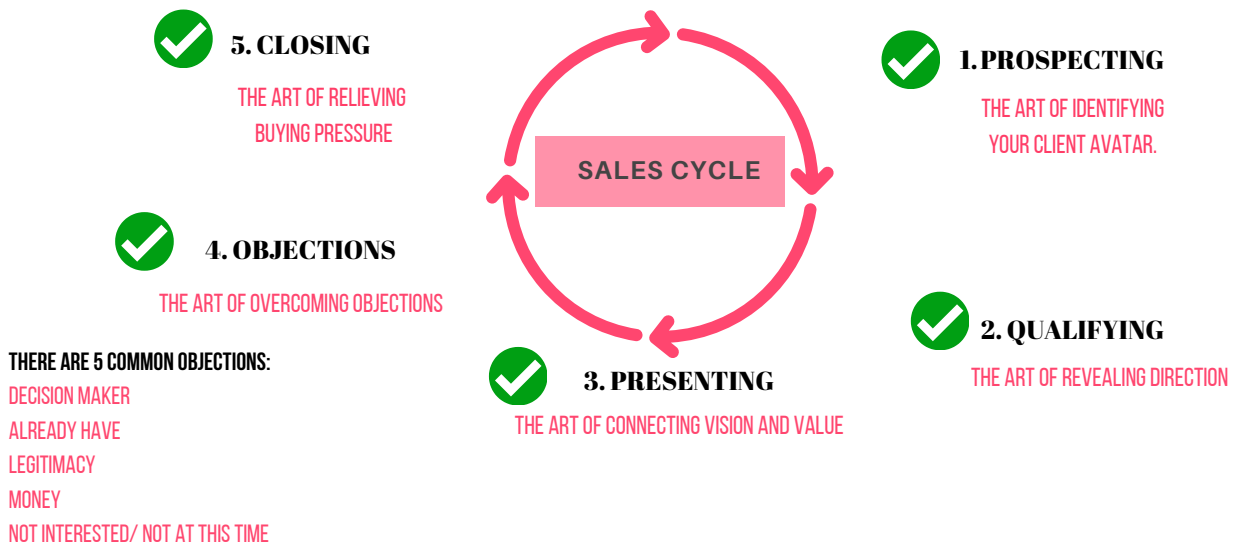


SALES SCHOOL

USE THIS WORKSHEET TO HELP YOU OPTIMIZE YOUR SALES PROCESS.



3 TYPES OF BUYERS		
1 PEOPLE THAT DONT KNOW THEY HAVE A PROBLEM AND ARE NOT ACTIVELY SEARCHING FOR A SOLUTION.	2 PEOPLE THAT KNOW KNOW THEY HAVE A PROBLEM AND ARE NOT ACTIVELY SEARCHING FOR A SOLUTION.	3 PEOPLE THAT KNOW KNOW THEY HAVE A PROBLEM AND ARE ACTIVELY SEARCHING FOR A SOLUTION.

MY REVENUE GOAL:

YOUR REVENUE GOAL \$ _____ DIVIDED BY PRICE OF YOUR OFFER \$ _____ = _____ (X)

(X) = NUMBER OF SALES YOU NEED.

MULTIPLY X (NUMBER OF SALES YOU NEED) BY 100 = _____ (Y)

DIVIDE Y BY 3 (INDUSTRY STANDARD CONVERSION RATE) = _____ (XX)

(XX) = NUMBER OF ACTIVE PEOPLE YOU NEED IN YOUR AUDIENCE TO HIT YOUR GOAL

MY REVENUE GOAL IS TO MAKE \$ _____

I WILL HAVE TO SELL _____ CLIENTS AT \$ _____

AND HAVE AN AUDIENCE OF _____ ACTIVE PEOPLE.