

# Realistic Goal Setting Formula

*You need to know where you are going and how you are going to get there. If you don't know where you are going you will end up someplace else.*

Goal month for 1<sup>st</sup> step qualification for RVP or NVP: \_\_\_\_\_

\_\_\_\_\_ minus \_\_\_\_\_ = \_\_\_\_\_  
(A) Long term GRV goal      (B) Past Month's GRV      (C) Difference in Volume

\_\_\_\_\_ divided by \_\_\_\_\_ # of months to 1<sup>st</sup> step of qualification = \_\_\_\_\_  
(C) Difference in Volume      (D) new volume each month

So... here are some options:

\_\_\_\_\_ divided by \$3000 (getting new Bus. Builder ½ to DM) = \_\_\_\_\_ # of New Business Builders  
(D) New volume each month

**OR**

\_\_\_\_\_ divided by \$350 (RSVP) = \_\_\_\_\_ additional essential sets sold per month  
(D) New volume each month

**OR**

\_\_\_\_\_ divided by \$298.50 (RE9 set) = \_\_\_\_\_ additional RE9 sets sold per month  
(D) New volume each month