Monthly Sales & Income Goals

The values shown below are suggested and theoretical examples

meant to guide & assist in creating and building an e-commerce business.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | | | | | |
| Average  Sale Amount | Number of customers | Total  Group Sales | Income Earned | | |
|  | Total | Per Month |
| $100.00  1-Month  (30-Day Supply) | 30  100  150  500 | $3,000.00  $10,000.00  $15,000.00  $50,000.00 | 12%  18%  21%  25% | $360.00  $1,800.00  $3,150.00  $12,500.00 | $360.00  $1,800.00  $3,150.00  $12,500.00 |
| $200.00  2-Month  (60-Day Supply) | 30  100  150  500 | $6,000.00  $20,000.00  $30,000.00  $100,000.00 | 15%  23%  25%  25% | $900.00  $4,600.00  $7,500.00  $25,000.00 | $450.00  $2,300.00  $3,750.00  $12,500.00 |
| $300.00  3-Month  (90-Day Supply)  \*Recommended\* | 30  100  150  500 | $9,000.00  $30,000.00  $45,000.00  $150,000.00 | 18%  25%  25%  25% | $1,620.00  $7,500.00  $11,250.00  $37,500.00 | $540.00  $2,500.00  $3,750.00  $12,500.00 |
| $500.00 | 30  100  150  500 | $15,000.00  $50,000.00  $75,000.00  $250,000.00 | 21%  25%  25%  25% | $3,150.00  $12,500.00  $18,750.00  $62,500.00 |  |

Group (Team) Goals

|  |  |  |  |
| --- | --- | --- | --- |
| Number of Customers – (See the Team Building templates and flow charts) | | | |
| 30 | 100 | 150 | 500+ |
| Two teams of  15 people | Ten customers each finding 10 new customers | Five teams of  30 people | 25 customers each  finding 25 new customers |

Recommended (Suggested) “Starter” Purchases

$100.00 (30-Day Supply) 🡪 4 cases of XS Sparkling Juices and/or Energy Drinks

$200.00 (60-Day Supply) 🡪 8 cases of XS Sparkling Juices and/or Energy Drinks

$300.00 (90-Day Supply) 🡪 12 cases of XS Sparkling Juices and/or Energy Drinks