

UNIT GOAL SETTING WORKSHEET - BASED ON ACTUAL RESULTS

	Each Scout Selling 15* Containers	Every Scout Fills Up A Sheet (25 lines)	Every Scout Fills Up 2 Sheets (50 lines)	Every Scout Fills Up 3 Sheets (75 lines)
UNIT BUDGET GOAL	Unit 123 >>>	Unit 123 >>>	Unit 123 >>>	Unit 123 >>>
UNIT	Unit 123 >>>	Unit 123 >>>	Unit 123 >>>	Unit 123 >>>
NUMBER OF SCOUTS	15	15	15	15
GROSS SALES GOAL	\$3,000	\$3,000	\$3,000	\$3,000
UNIT COMMISSION	32%	32%	32%	32%
UNIT COMMISSION	\$960	\$960	\$960	\$960
CONTAINERS PER SCOUT	14	15	25	75
AVERAGE RETAIL PRICE#	\$14	\$14	\$14	\$14
SALES GOAL PER SCOUT	\$200	\$350	\$700	\$1,050
GROSS SALES POTENTIAL	\$3,150	\$5,250	\$10,500	\$15,750
COMMISSION POTENTIAL	\$1,008	\$1,680	\$3,360	\$5,040
ADDITIONAL COMMISSION POTENTIAL:	\$48	\$720	\$2,400	\$4,080

* based on research of scouts selling 15 containers each (nation wide average)
 # based on our area and council historical sales.