

UNIT GOAL SETTING WORKSHEET - BASED ON ACTUAL RESULTS

| | Unit 123 | > | > | > | 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 123 |
| NUMBER OF SCOUTS | 15 | > | > | > | 15 | > | > | > | 15 | > | > | > | 15 | > | > | > | 15 |
| GROSS SALES GOAL | \$3,000 | > | > | > | \$3,000 | > | > | > | \$3,000 | > | > | > | \$3,000 | > | > | > | \$3,000 |
| UNIT COMMISSION | 32% | > | > | > | 32% | > | > | > | 32% | > | > | > | 32% | > | > | > | 32% |
| UNIT COMMISSION | \$960 | > | > | > | \$960 | > | > | > | \$960 | > | > | > | \$960 | > | > | > | \$960 |
| CONTAINERS PER SCOUT | 14 | > | > | > | 15 | > | > | > | 25 | > | > | > | 50 | > | > | > | 75 |
| AVERAGE RETAIL PRICE# | \$14 | > | > | > | \$14 | > | > | > | \$14 | > | > | > | \$14 | > | > | > | \$14 |
| SALES GOAL PER SCOUT | \$200 | > | > | > | \$210 | > | > | > | \$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.