

Resources **Setting Sales Goals**

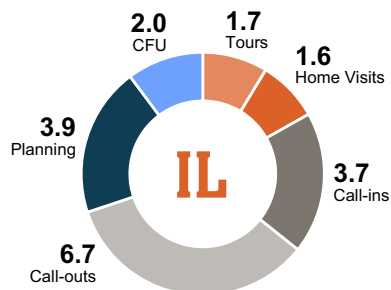
Calculate your goals per KPI

Use this worksheet to input your own data and it will automatically calculate your sales goals.

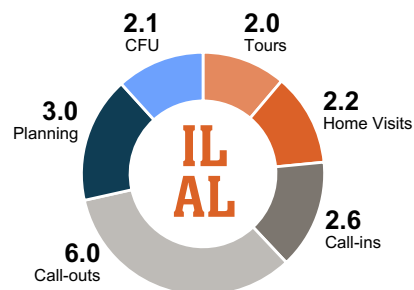
Optimized for Adobe Acrobat and Google Chrome.

KPI	KPI by Move-in	Multiply by Your Move-in goal per month	Divide by Your Visit-to-Move-in Conversion from last year	Equals Your Monthly Goal
Total TSZ (hr)		X	÷	=
Advances				
Tours				
Home Visits				
Planning				
CFU				
Call-ins				
Call-outs				

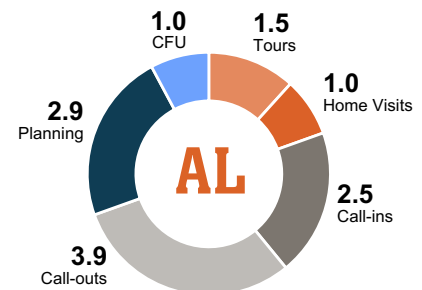
IDENTIFY KPIS. Identify the appropriate KPIS by move-in for your care type. The metrics provide the average KPIS for a single move-in across all Best Sales Performers in 2021.



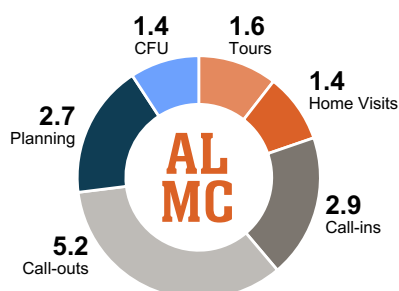
341.5 Days | **12.2 hr** Total TSZ | **4.0** Advances



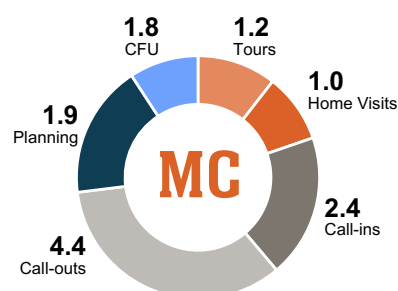
308.7 Days | **13.5 hr** Total TSZ | **5.6** Advances



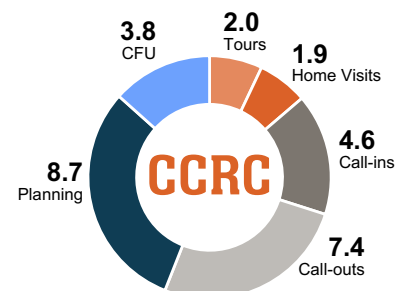
231.9 Days | **8.1 hr** Total TSZ | **4.1** Advances



213.2 Days | **8.9 hr** Total TSZ | **4.3** Advances



144.6 Days | **7.5 hr** Total TSZ | **2.7** Advances



474.4 Days | **24.0 hr** Total TSZ | **8.5** Advances