



Instructions to Complete *The Daily Champion System*

Arrive 30 minutes early to plan your workday prior to it beginning. “People do not plan to fail, they simply fail to plan.” *Clarity + Belief + Action = Extraordinary Results.*

Step 1: **Total Your Day in Advance.** By doing so you gain clarity of where you are right now! This is the only way to determine if you are **ON** track or **OFF** track to hit your **Daily** financial goal. You must know this BEFORE your work day begins.

Step 2: **Have Daily Goals.** Where do you want to go? Setting a goal is acknowledging to your *conscious* and *subconscious* minds that where you are, is not where you want to be. Goal setting is creating the future you ideally want vs. settling for whatever shows up.

“If you can see it, and believe it, you can achieve it!”

Step 3: **Calculate the Gap.** Once you determine **where you are** and **where you want to go** you must then calculate the difference between the two.

For example: Let’s say that after totaling up your day, you can see that you are on track to generate \$250 and your daily service dollar goal is \$325. The difference between where you are and where you want to be is \$75. This is what you are short. Can you see how important it is to know this **before** the day begins? If you did not have this clarity prior to the day beginning, what would be the chance of hitting the \$325 goal? **Clarity is power!**

Step 4: **Have a Game Plan to Succeed**

Once you know **where you are** and **where you want to go** you must have a game plan to get there. This is where you strategize **HOW** you will achieve your daily financial goal. If you skip this step you may hit your daily goal, however, it will be by luck, versus by design. Again, if you know you are \$75 short, it is in Step 4 that you create a strategy to make up the difference.

Step 5: **Measure Your Results & Keep Score.** Complete your Roadmap to Success daily. This is your personal **“Score Card”**. The Roadmap is measuring your results **everyday** so you know if you are winning or losing your game and you can see where to re-strategize.

Behold the turtle.

He makes progress only when he sticks his neck out!

Are you stretching to achieve your goals and dreams?



DISAPPOINTING DAY OR OPPORTUNITY DAY?
For HAIR

APPOINTMENT SCHEDULE

8:00 a.m.	
8:30 a.m.	
9:00 a.m.	
9:30 a.m.	Mrs. Smith 9:30 to 10:30
10:00 a.m.	H/C \$35
10:30 a.m.	
11:00 a.m.	
11:30 a.m.	
12:00 p.m.	Miss Jones 12:00 to 1:45
12:30 p.m.	H/C \$35
1:00 p.m.	Touch Up \$50
1:30 p.m.	
2:00 p.m.	
2:30 p.m.	
3:00 p.m.	
3:30 p.m.	Mrs. Lewis 3:30 to 5:00
4:00 p.m.	H/L \$75
4:30 p.m.	
5:00 p.m.	
5:30 p.m.	
6:00 p.m.	
6:30 p.m.	
7:00 p.m.	

Current Total in Book: \$ _____ Daily Financial Goal: \$ _____

The Gap (difference): \$ _____ New Potential Revenue: \$ _____



INSPIRING™ CHAMPIONS

TAKING YOUR BUSINESS TO THE TOP!

DISAPPOINTING DAY OR OPPORTUNITY DAY? **For NAILS**

APPOINTMENT SCHEDULE

8:00 a.m.		
8:30 a.m.		
9:00 a.m.		
9:30 a.m.	<u>Mrs. Smith</u> 9:30 to 10:00	
10:00 a.m.	Manicure \$25	
10:30 a.m.		
11:00 a.m.		
11:30 a.m.		
12:00 p.m.	<u>Miss Jones</u> 12:00 to 1:30	
12:30 p.m.	Acrylic fills \$45	
1:00 p.m.	Spa pedicure \$45	
1:30 p.m.		
2:00 p.m.		
2:30 p.m.		
3:00 p.m.		
3:30 p.m.	<u>Mrs. Lewis</u> 3:30 to 4:30	
4:00 p.m.	Manicure & regular pedicure \$55	
4:30 p.m.		
5:00 p.m.	<u>Mrs. Clark</u> 5:00 to 5:30	
5:30 p.m.	Manicure \$25	
6:00 p.m.		
6:30 p.m.		
7:00 p.m.		

Current Total in Book: \$ _____ Daily Financial Goal: \$ _____

The Gap (difference): \$ _____ New Potential Revenue: \$ _____



DISAPPOINTING DAY OR OPPORTUNITY DAY?
For SKINCARE

APPOINTMENT SCHEDULE

8:00 a.m.	
8:30 a.m.	
9:00 a.m.	
9:30 a.m.	Mrs. Smith 9:30 to 10:30
10:00 a.m.	Facial \$65
10:30 a.m.	
11:00 a.m.	
11:30 a.m.	
12:00 p.m.	Miss Jones 12:00 to 12:30
12:30 p.m.	Brow & lip wax \$40
1:00 p.m.	
1:30 p.m.	
2:00 p.m.	Mrs. Rose 2:00 to 2:20
2:30 p.m.	Brow wax \$25
3:00 p.m.	
3:30 p.m.	Mrs. Lewis 3:30 to 4:30
4:00 p.m.	Facial \$65
4:30 p.m.	
5:00 p.m.	
5:30 p.m.	
6:00 p.m.	
6:30 p.m.	
7:00 p.m.	

Current Total in Book: \$ _____ Daily Financial Goal: \$ _____
 The Gap (difference): \$ _____ New Potential Revenue: \$ _____



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DISAPPOINTING DAY OR OPPORTUNITY DAY? **For MASSAGE**

APPOINTMENT SCHEDULE

8:00 a.m.		
8:30 a.m.		
9:00 a.m.		
9:30 a.m.	Mrs. Smith	9:00 to 10:00
10:00 a.m.	1-hour Massage	\$65
10:30 a.m.		
11:00 a.m.		
11:30 a.m.		
12:00 p.m.	Miss Jones	12:00 to 12:30
12:30 p.m.	30-minute massage	\$40
1:00 p.m.		
1:30 p.m.		
2:00 p.m.		
2:30 p.m.		
3:00 p.m.		
3:30 p.m.	Mrs. Lewis	3:30 to 4:30
4:00 p.m.	1-hour massage	\$90
4:30 p.m.		
5:00 p.m.		
5:30 p.m.		
6:00 p.m.		
6:30 p.m.		
7:00 p.m.		

Current Total in Book: \$ _____ Daily Financial Goal: \$ _____

The Gap (difference): \$ _____ New Potential Revenue: \$ _____



DAILY CHAMPION SYSTEM

Date: _____ to _____ Name: _____ Salon/Spa: _____

Daily *Service* \$ Goal: \$ _____ Daily *Retail* \$ Goal: \$ _____ Daily # of *Add-on* Goal: _____ Daily *Pre-Booking* Goal: _____ %
 (Refer to **Line 1** on Monthly Goal Form) (Refer to **Line 6** on Monthly Goal Form) Total # of days you will work this week: _____

Weekly *Service* \$ Goal: \$ _____ Weekly *Retail* \$ Goal: \$ _____ Weekly # of *Add-on* Goal: _____ Weekly # *New Guests* Goal: _____
 (To calculate your **Weekly Goals**, multiply the **Daily Goals** by # of days you work this week) Fill in all AM columns before the workday begins. Complete PM's at end of day.

	AM	AM	AM	AM	PM	PM	AM	PM	PM	AM	PM	PM	PM
Days	What's in the book?	Daily <i>Service</i> \$ Goal	The Gap	Strategy to reach my Service \$ goal with ADD-ON's : How many? Who are they with? What specifically are they? What is the grand total of all the add-on's?	Actual <i>Service</i> \$ Sales	Service \$ Balance (+) or (-)	Daily <i>Retail</i> \$ Goal	Actual <i>Retail</i> \$ Sold	Retail \$ Balance (+) or (-)	Daily # <i>Add-on</i> Goal	Actual # of <i>Add-on's</i>	Pre- Booking %	# of New Guests
Sun.													
Mon.													
Tues.													
Wed.													
Thurs.													
Fri.													
Sat.													
Week Total													