

# Master Your Numbers

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# A story from Antiquity...



*“...nothing you  
plan will be  
impossible!”*



Begin with the end in mind...

How much would you like to  
earn?

It's 3<sup>rd</sup> Grade Math...

Typical sale volume: \$\_\_\_\_\_

Typical earnings per sale: \$\_\_\_\_\_

Number of sales required to achieve  
earnings: \_\_\_\_\_

# The Greatest Closer!!!

So...  
what's  
your  
closing  
ratio?

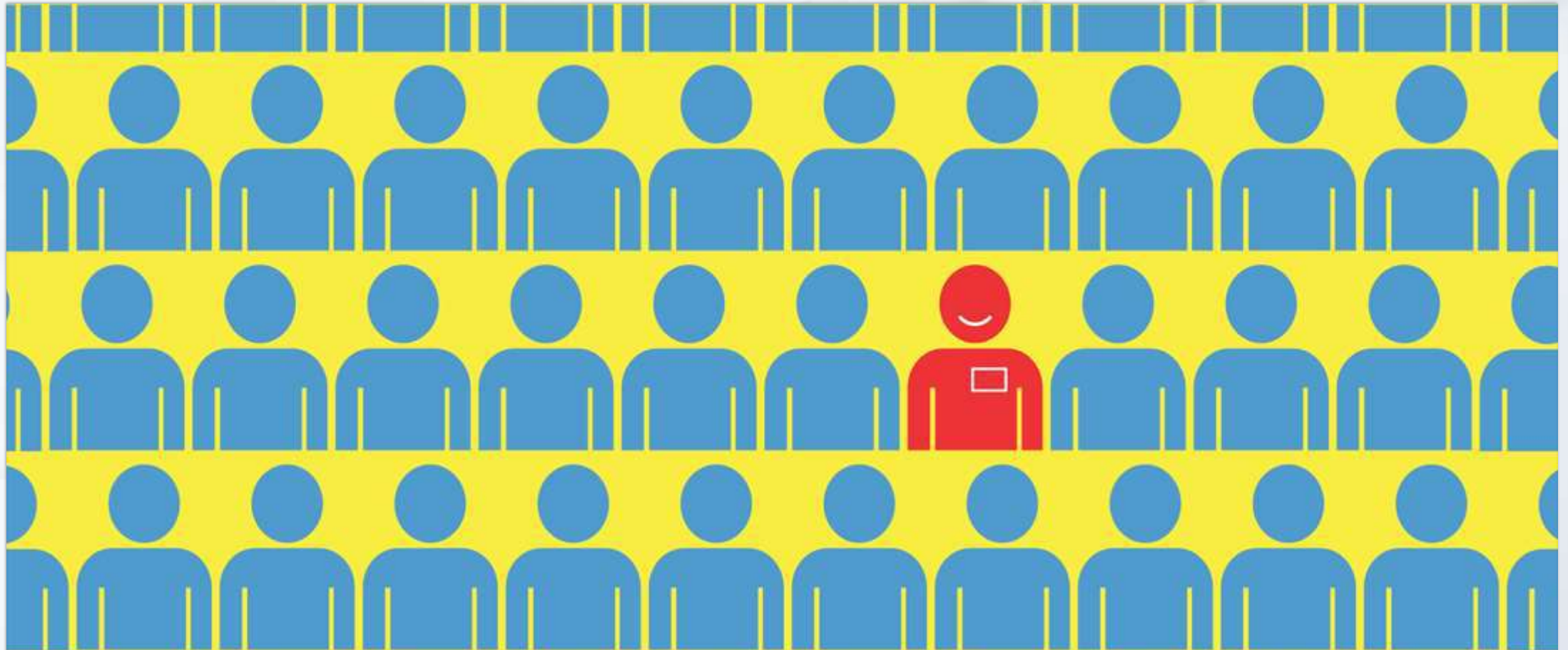


Do your appointments stick?



Do you know  
your  
appointment  
setting ratios?

Are you a prospecting magnet?



What can you really control?

How  
many  
times do  
you...





To reach your income goals, answer these:

What you can earn selling your product?

What is your closing ratio?

What is your appointments fulfilled ratio?

What is your interested contacts ratio?

How many people must you attempt to speak with daily to fulfill the ratios above?



**What Can You Control?**

