

DESIGNER GOALS

1. WHAT ARE YOUR GOALS FOR WEEKLY PRODUCTIVITY ANALYSIS?

- A. Gross Sales _____
- B. Client Total _____
- C. Average Ticket _____
- D. Number of Conditioners _____
- E. Number of Perms _____
- F. Number of Retail Items _____
- G. Hours Worked _____
- H. Dollars per Hour Productivity _____

DESIGNER'S SALES GRAPH

15,000													
14,000													
13,000													
12,000													
10,000													
5,000													
4,500													
4,000													
3,500													
3,000													
2,800													
2,400													
2,200													
2,000													
1,800													
1,600													
1,400													
1,200													
1,000													
800													
600													
400													
200													
	January	February	March	April	May	June	July	August	September	October	November	December	

RETAIL SALES

	SALES	COMMISSIONS	LAST YEAR
January			
February			
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			

	TOTAL SERVICECS	TIPS	TOTAL	LAST YEAR
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				