

# Brow Bar BA Sales Report

BEAUTY ARTIST OR COUNTER MANAGER NAME: \_\_\_\_\_

MONTHLY SALES GOAL \_\_\_\_\_

STORE NAME: \_\_\_\_\_

MONTHLY APPOINTMENT GOAL \_\_\_\_\_

MONTH: \_\_\_\_\_

BA SALES REPORT	DATE	SALES GOAL	ACTUAL SALES	% TO GOAL	\$'s +/- GOAL	HOURS WORKED	SALES PER HOUR SPH	# OF TRANS-ACTIONS	UNITS SOLD OF FAKE-ITS	UNITS SOLD OF COLOR	UNITS SOLD OF OTHER	TOTAL UNITS SOLD	ITEMS PER TRANS. IPT	# OF SERVICES CUST.	# OF THOSE WHO BOUGHT PRODUCT	# OF APTS BOOKED
SUN																
MON																
TUES																
WED																
THUR																
FRI																
SAT																
TOTAL WEEK																
BA SALES REPORT	DATE	SALES GOAL	ACTUAL SALES	% TO GOAL	\$'s +/- GOAL	HOURS WORKED	SALES PER HOUR SPH	# OF TRANS-ACTIONS	UNITS SOLD OF FAKE-ITS	UNITS SOLD OF COLOR	UNITS SOLD OF OTHER	TOTAL UNITS SOLD	ITEMS PER TRANS. IPT	# OF SERVICES CUST.	# OF THOSE WHO BOUGHT PRODUCT	# OF APTS BOOKED
SUN																
MON																
TUES																
WED																
THUR																
FRI																
SAT																
TOTAL WEEK																
BA SALES REPORT	DATE	SALES GOAL	ACTUAL SALES	% TO GOAL	\$'s +/- GOAL	HOURS WORKED	SALES PER HOUR SPH	# OF TRANS-ACTIONS	UNITS SOLD OF FAKE-ITS	UNITS SOLD OF COLOR	UNITS SOLD OF OTHER	TOTAL UNITS SOLD	ITEMS PER TRANS. IPT	# OF SERVICES CUST.	# OF THOSE WHO BOUGHT PRODUCT	# OF APTS BOOKED
SUN																
MON																
TUES																
WED																
THUR																
FRI																
SAT																
TOTAL WEEK																
BA SALES REPORT	DATE	SALES GOAL	ACTUAL SALES	% TO GOAL	\$'s +/- GOAL	HOURS WORKED	SALES PER HOUR SPH	# OF TRANS-ACTIONS	UNITS SOLD OF FAKE-ITS	UNITS SOLD OF COLOR	UNITS SOLD OF OTHER	TOTAL UNITS SOLD	ITEMS PER TRANS. IPT	# OF SERVICES CUST.	# OF THOSE WHO BOUGHT PRODUCT	# OF APTS BOOKED
SUN																
MON																
TUES																
WED																
THUR																
FRI																
SAT																
TOTAL WEEK																
BA SALES REPORT	DATE	SALES GOAL	ACTUAL SALES	% TO GOAL	\$'s +/- GOAL	HOURS WORKED	SALES PER HOUR SPH	# OF TRANS-ACTIONS	UNITS SOLD OF FAKE-ITS	UNITS SOLD OF COLOR	UNITS SOLD OF OTHER	TOTAL UNITS SOLD	ITEMS PER TRANS. IPT	# OF SERVICES CUST.	# OF THOSE WHO BOUGHT PRODUCT	# OF APTS BOOKED
SUN																
MON																
TUES																
WED																
THUR																
FRI																
SAT																
TOTAL WEEK																
BA SALES REPORT	DATE	SALES GOAL	ACTUAL SALES	% TO GOAL	\$'s +/- GOAL	HOURS WORKED	SALES PER HOUR SPH	# OF TRANS-ACTIONS	UNITS SOLD OF FAKE-ITS	UNITS SOLD OF COLOR	UNITS SOLD OF OTHER	TOTAL UNITS SOLD	ITEMS PER TRANS. IPT	# OF SERVICES CUST.	# OF THOSE WHO BOUGHT PRODUCT	# OF APTS BOOKED
SUN																
MON																
TUES																
WED																
THUR																
FRI																
SAT																
TOTAL WEEK																
TOTAL MONTH																

	% OF FAKE ITS SOLD	% OF COLOR SOLD	% OF OTHER SOLD
ACTUAL			
TARGET	60%	15%	25%

CALCULATION:  
TO COMPUTE ACTUAL # TAKE UNITS  
SOLD IN EACH  
CATEGORY AND DIVIDE BY TOTAL  
UNITS SOLD

## CALCULATIONS:

- % to Goal**= Actual Sales/Sales Goal
- \$'s +/- Goal**= Actual Sales - Sales Goal
- SPH**= Your Actual Sales/# of Hours Worked
- IPT**= Total Units Sold/# of Transactions (Target - 2.5)
- # of Appointments should be at least 50% of your transactions

BA SIGNATURE \_\_\_\_\_

CM SIGNATURE \_\_\_\_\_