

Team Tracker

Four-weekly tracking sheet | Remember to transfer your weekly figures to the annual tracker

| Please note all numbers stated exclude VAT Week: | | 1 | 2 | 3 | 4 | 5 Total this period (1+2+3+4) | Weekly Averages (total from column 5÷4 weeks) |
|---|---|---|---|---|---|-------------------------------------|---|
| | Date commencing: | | | | | | |
| A | Number of Potential Guests | | | | | | |
| B | Number of Guests Attended | | | | | | |
| C | Utilisation / Uptime % (B ÷ A × 100) | | | | | | ← (B ÷ A × 100) |
| D | Number of New Guests | | | | | | |
| E | New Guests % (D ÷ B × 100) | | | | | | ← (D ÷ B × 100) |
| F | Number of Requested Guests | | | | | | |
| G | Request Guests % (F ÷ B × 100) | | | | | | ← (F ÷ B × 100) |
| H | Number of Colour Guests | | | | | | |
| I | Colour Guests % (H ÷ B × 100) | | | | | | ← (H ÷ B × 100) |
| J | Number of Other* | | | | | | |
| K | Other* % (J ÷ B × 100) | | | | | | ← (J ÷ B × 100) |
| L | Total Professional Takings £ (not Retail) | | | | | | |
| M | Average Professional Bill £ (L ÷ B) | | | | | | ← (1 + 2 + 3 + 4) ÷ 4 |
| N | Total Retail Takings £ | | | | | | |
| O | Average Retail per Guest £ (N ÷ B) | | | | | | ← (1 + 2 + 3 + 4) ÷ 4 |
| P | Number of Guests who Purchased Retail | | | | | | |
| Q | Care Factor % (P ÷ B × 100) | | | | | | ← (P ÷ B × 100) |
| R | Number of Re-books | | | | | | |
| S | Re-books % (R ÷ B × 100) | | | | | | ← (R ÷ B × 100) |

In need of training or coaching? Book your private coaching hour at fowlerhairacademy.com or contact sebastian@fowler35.com

*Use row J&K to record another chargeable service

Figures from column 5 are transferred to annual team tracker

Team Tracker

Transfer your four-weekly figures from column 5 (where applicable) to this annual tracker

| Please note all numbers stated exclude VAT Four-week Period: | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 Total This Year (add columns 1 to 13) | 15 Total Last Year | 16 % Difference (columns 15-15 ÷ column 15) × 100 |
|---|---|---|---|---|---|---|---|---|---|---|----|----|----|----|--|-----------------------|--|
| Date commencing: | | | | | | | | | | | | | | | | | |
| A | Number of Potential Guests | | | | | | | | | | | | | | | | |
| B | Number of Guests Attended | | | | | | | | | | | | | | | | |
| C | Utilisation / Uptime % (B ÷ A × 100) | | | | | | | | | | | | | | | | |
| D | Number of New Guests | | | | | | | | | | | | | | | | |
| E | New Guests % (D ÷ B × 100) | | | | | | | | | | | | | | | | |
| F | Number of Requested Guests | | | | | | | | | | | | | | | | |
| G | Request Guests % (F ÷ B × 100) | | | | | | | | | | | | | | | | |
| H | Number of Colour Guests | | | | | | | | | | | | | | | | |
| I | Colour Guests % (H ÷ B × 100) | | | | | | | | | | | | | | | | |
| J | Number of Other* | | | | | | | | | | | | | | | | |
| K | Other* % (J ÷ B × 100) | | | | | | | | | | | | | | | | |
| L | Total Professional Takings £ (not Retail) | | | | | | | | | | | | | | | | |
| M | Average Professional Bill £ (L ÷ B) | | | | | | | | | | | | | | | | |
| N | Total Retail Takings £ | | | | | | | | | | | | | | | | |
| O | Average Retail per Guest £ (N ÷ B) | | | | | | | | | | | | | | | | |
| P | Number of Guests who Purchased Retail | | | | | | | | | | | | | | | | |
| Q | Care Factor % (P ÷ B × 100) | | | | | | | | | | | | | | | | |
| R | Number of Re-books | | | | | | | | | | | | | | | | |
| S | Re-books % (R ÷ B × 100) | | | | | | | | | | | | | | | | |

*Use row J&K to record another chargeable service