



BUSINESS ACADEMY

Benchmark Tracking Worksheet

Name: _____

Month: _____

Total Number of Guests



Pre-booked

#

60%

%

Pre-booked

Number pre-booked divided by total number of guests.



Service \$

\$

10%

\$

Average Service Ticket

Total service sales divided by total number of guests.



Color \$

\$

50%

%

Color Services

Total color sales divided by total service sales.



Treatment

#

20%

%

Wash House Services

Total number of treatments divided by total number of guests.



Tools

#

5%

%

Take Home Transactions

Total number of tool purchases divided by total number of guests purchased take-home.



Guests Purchased

#

35%

%

Guests Purchased

Total number of guest purchased divided by total number of guests.



New Guests

#

10#

#

New Guests

Enter number of new guests for the month.