

SC 1.10



**Weekly Managers Sales Performance Assessment**

Store Name:.....

Trading Period Dates

Manager's Name.....

Mon 18/07/2011 TO Sun 24/07/2011

Manager's Signature:.....

Scores

A	B	X	Z	C	D	E	F	G	D	F	G	Z
Staff Member Name	Total Number Of Hours On Duty	No of customers served	Average \$ Sales Per Customer	Number Of Products Items Sold	Average Value of Products Sold	Total Sales This Week Dollars	Average Dollars Sales Per Hour	G.P. % Profit Obtained	Average Product Value	Average Dollars Per Hour	G.P % Obtained	Average \$ Sales Per Customer
Nelly W.	38.00	4	\$ 2,925.00	4	\$ 2,925.00	\$ 11,700.00	\$ 307.89	50.00	G	G	G	G
John M.	38.00	5	\$ 2,200.00	5	\$ 2,200.00	\$ 11,000.00	\$ 289.47	50.00	G	S	G	B
Ronny F.	18.50	24	\$ 198.83	46	\$ 103.74	\$ 4,771.90	\$ 257.94	44.48	Z	B	S	Z
Sue K.	17.50	19	\$ 200.66	30	\$ 127.09	\$ 3,812.60	\$ 217.86	54.53	Z	Z	G	Z
Edie P.	37.00	10	\$ 467.56	35	\$ 133.59	\$ 4,675.55	\$ 126.37	36.88	Z	Z	Z	Z
			\$ 1.00		\$ 1.00		\$ 1.00		Z	Z	Z	Z
			\$ 1.00		\$ 1.00		\$ 1.00		Z	Z	Z	Z
			\$ 1.00		\$ 1.00		\$ 1.00		Z	Z	Z	Z
Enter data in column	Enter data in column	Enter data in column		Enter data in column		Enter data in column		Enter data in column	Grade Either Gold Silver Bronze or Zero			

**SCORE CARD FOR WEEKLY MANAGEMENT - SALES PERFORMANCE ASSESSMENT**

Ref D Product Sold	the average product value of all items sold for the group is now \$1920. per product		
Under 1750 = Zero	\$1750 To \$1900 = Bronze	\$1900 To 2100 = Silver	Over \$2100 = Gold

REF F Full Time Sales Staff	The Target is now \$305. Per Hour		Ref Full / Casual Sales Staff
Under \$250 Zero	Bronze \$250 to \$275	Silver \$275 to \$305	Over \$305 Gold

REF Z AVERAGE SALES PER CUSTOMER IS NOW \$2600 PER CUSTOMER			
Below \$2150 = Zero	\$2150-2350 = Bronze	\$2350-\$2600 = Silver	Over \$2600 = Gold

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