



SERVICES		HOME CARE		GUESTS	REBOOKS	HOURS	ADD-ONS
#	\$	#	\$	#	#	AVAIL/BOOKED	#

WEEK 1

WEEK 2

WEEK 3

WEEK 4

WEEK 5

Totals

measuring my SUCCESS

<u>SERVICE \$</u>	÷	<u>GUEST #</u>	=	<input type="text"/>	=AVG SERVICE \$ TICKET
<u>SERVICE #</u>	÷	<u>GUEST #</u>	=	<input type="text"/>	=AVG SERVICE PER GUEST
<u>HOME CARE \$</u>	÷	<u>GUEST #</u>	=	<input type="text"/>	=AVG HOME CARE TICKET
<u>HOME CARE #</u>	÷	<u>GUEST #</u>	=	<input type="text"/>	=HOME CARE UNITS PER GUEST
<u>REBOOKED #</u>	÷	<u>GUEST #</u>	=	<input type="text"/>	=REBOOKING %
<u>HRS BOOKED</u>	÷	<u>HRS AVAIL.</u>	=	<input type="text"/>	=PRODUCTIVITY %
<u>ADD-ON #</u>	÷	<u>GUEST #</u>	=	<input type="text"/>	=ADD-ON SRVS PER GUEST

GROWTH

guide

SERVICES PER GUEST

HOME CARE UNITS PER GUEST

REBOOKING %

PRODUCTIVITY %

ORIGINS

1.25

.5

50%

50%

CORE

1.5

1

60%

75%

CULTURE

2.0

1.5

70%

80%

PRODUCTIVITY & REBOOKS AT 80%+ for 3 consecutive months = Raise Prices