

FINANCE KPI DASHBOARD

Total Sales Actual  
\$5.199439M

YTD 736K

Variance  
-152K

YTD -109K

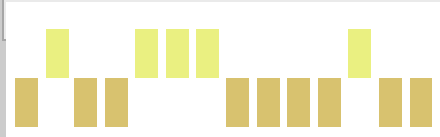
Variance %  
-2.83%

YTD -0.13

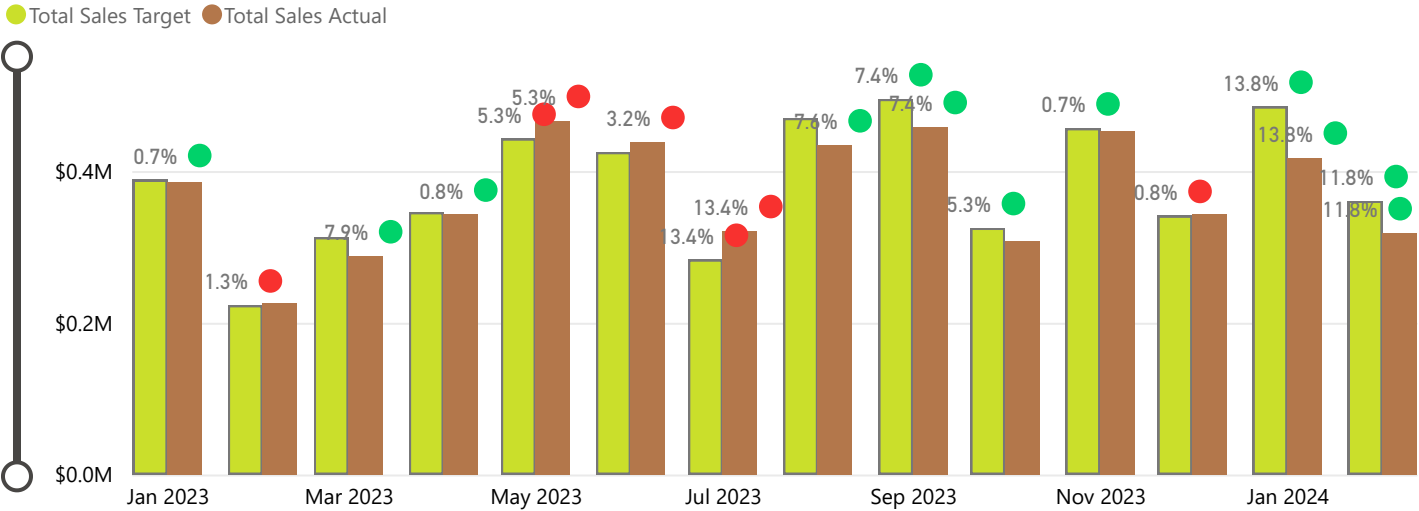
Total Sales Target  
\$5.3511M

YTD 845K

Months Target...  
5



We met targets for 5 out of 14



Sales person	Total Sales Actual	Total Sales Target	Variance %	Variance Trend	Picture	Months Target Reached	Target Status
Beverie Moffet	\$7,60,239	\$7,40,200	2.71%			7	
Dotty Strutley	\$7,08,278	\$7,19,700	-1.59%			6	
Kelci Walkden	\$7,38,608	\$7,12,000	3.74%			8	
Madelene Upcott	\$7,04,632	\$7,39,600	-4.73%			4	
Marney O'Brien	\$7,77,440	\$8,79,100	-11.56%			2	
Oby Sorrel	\$7,85,675	\$7,62,600	3.03%			8	
Rafaelita Blaksland	\$7,24,567	\$7,97,900	-9.19%			6	
Total	\$51,99,439	\$53,51,100	-2.83%			5	

Total Sales Actual (17.51% decrease) and Total Sales Target (7.14% decrease) both trended down between Sunday, January 1, 2023 and Thursday, February 1, 2024.

Total Sales Actual started trending down on Wednesday, November 1, 2023, falling by 29.76% (134778) in 3 months.

Total Sales Target jumped from 388200 to 494700 during its steepest incline between Sunday, January 1, 2023 and Friday, September 1, 2023.

