2024 BUDGET CHANGES

Budgets are on Sharepoint. If you do not like editing in the Web Version, you will need to click the Editing button which will allow you to edit on the desktop

All OSR names are now longer listed on the Sales sheet. This is because your branch sells based on the market, not the person.

Bottom of sales sheet now has a price increase plan. You will enter the numbers here but they will not influence any numbers on your sales sheet. This is just to show your PI plan/strategy for 2024 so be ready to explain.

You will now list companion sales as a dollar amount and the percentage will generate from that.

On the input tab you will now be putting in estimated sales by period rather that entire Q4. This will help with a more accurate estimate.

On the input tab there is now a line for the Major Metro Market Surcharge

SSR tab on paysheet now has a column for Big 6 sales. This will help show the difference in companion to big 6 and also the efficiency of the route.