

Total Sale Actual

\$19M

YTD \$2M

Total Sales target

\$19M

YTD \$3M

Variance

(\$367K)

YTD (\$113K)

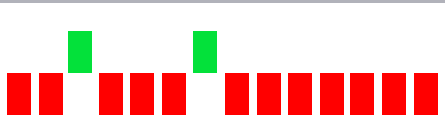
variance percentage

-1.9%

YTD Variance % -4.4%

Months Target...

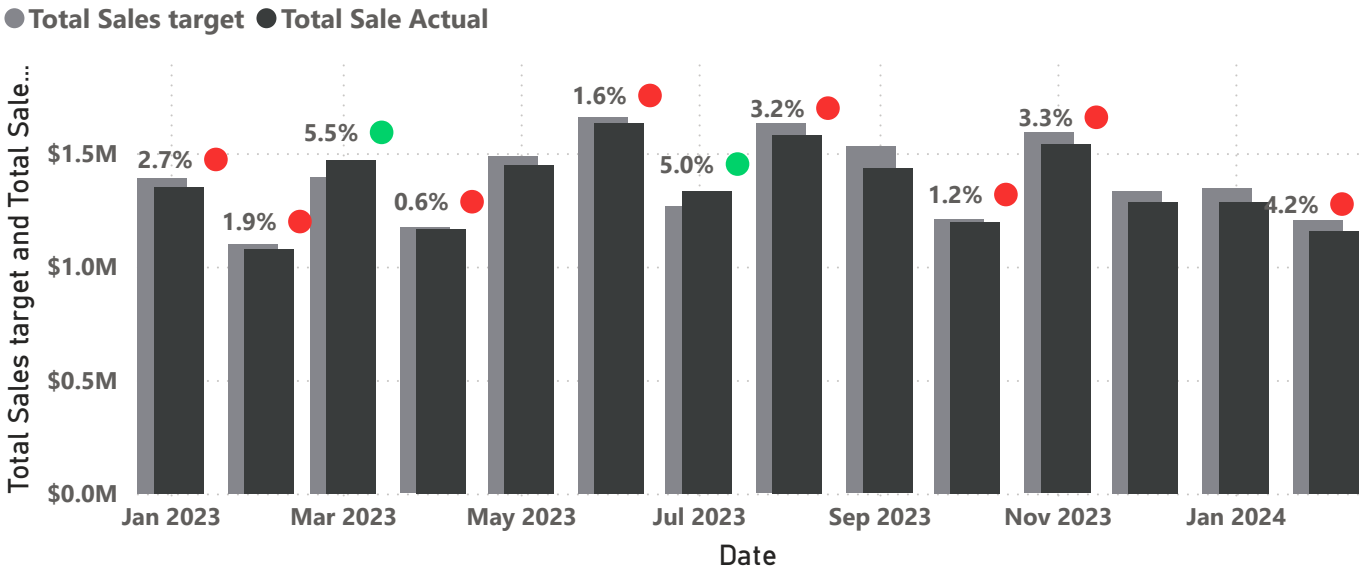
2



Performance

DASHBOARD

We met targets for 2 out of 14 months



Picture	Sales person	Actual	Target	variance %	Trend over time
	Blaksland				
	Jan Morforth	\$720K	\$712K	1.1%	
	Husein Augar	\$712K	\$732K	-2.7%	
	Dotty Strutley	\$708K	\$720K	-1.6%	
	Jehu Rudeforth	\$707K	\$739K	-4.4%	
	Madelene Upcott	\$705K	\$740K	-4.7%	

Total Sale Actual (14.54% decrease) and Total Sales target (13.24% decrease) both trended down between Sunday, January 1, 2023 and Thursday, February 1, 2024.

Across all metrics, Total Sale Actual had the most interesting recent trend and started trending down on Wednesday, November 1, 2023, falling by 24.87% (382428) in 3 months.

Total Sales target was trending up between Sunday, January 1, 2023 and Friday, September 1, 2023 with a rise of 139300 but had a significant change in trend and dropped by 385000 starting Wednesday, November 1, 2023.

Total Sale Actual jumped from 13,51,784.25 to 14,71,164.75 during its steepest incline between

- Delish
- Jucies
- Tempo
- Yummies