PERFORMANCE DASHBOARD

We met targets for 2 out of 14 months

Total Sales Actual
$19M
YTD: $2M

Total Sales Target
$19M
YTD: $3M

Variance
($367K)
YTD: ($113K)

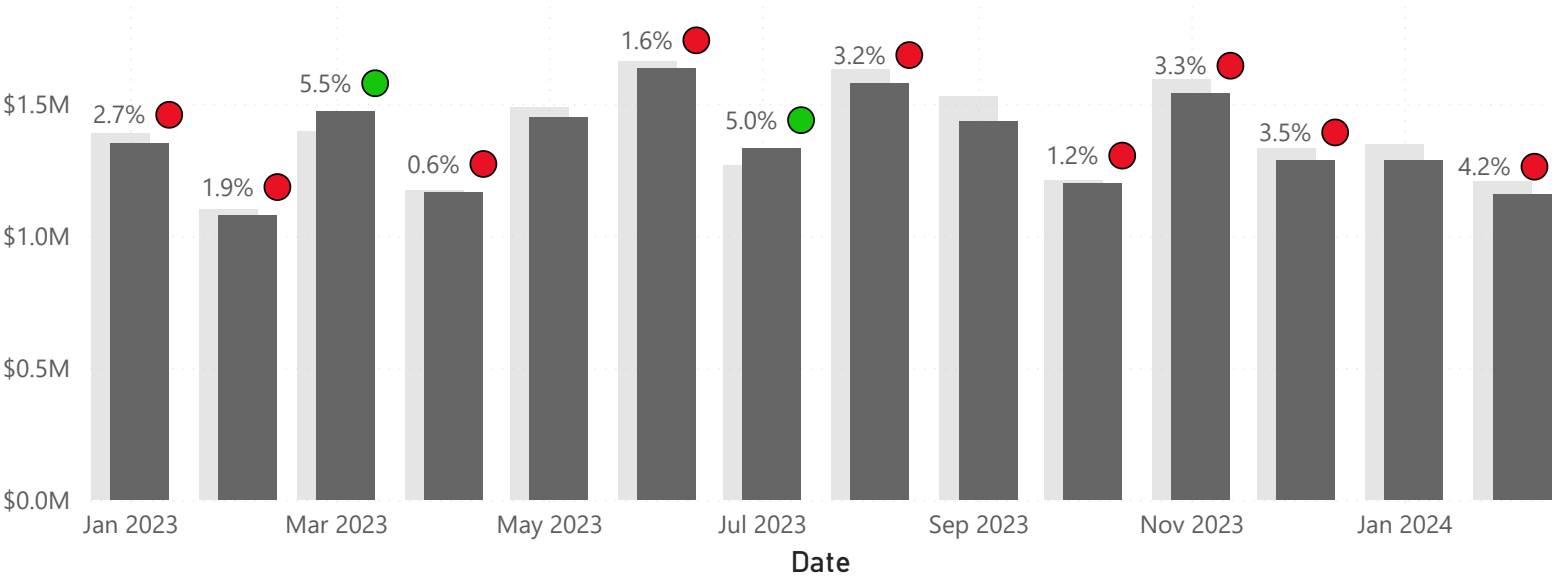Variance PCT Label
1.9% 🔴
YTD: -4.4%

Months Target Reached
2

Legend: ● Total Sales Target ● Total Sales Actual

Bar chart data points: 2.7% 🔴, 1.9% 🔴, 5.5% 🟢, 0.6% 🔴, 1.6% 🔴, 5.0% 🟢, 3.2% 🔴, 1.2% 🔴, 3.3% 🔴, 3.5% 🔴, 4.2% 🔴

X-axis: Jan 2023, Mar 2023, May 2023, Jul 2023, Sep 2023, Nov 2023, Jan 2024
Y-axis: $0.0M, $0.5M, $1.0M, $1.5M
Axis label: Date

Picture	Salesperson	Actual	Target	Variance %	Trend	Status
	Gunar Cockshoot	$846K	$873K	-3.0%		
	Barr Faughny	$808K	$787K	2.7%		
	Van Tuxwell	$801K	$858K	-6.7%		
	Brien Boise	$791K	$848K	-6.7%		
	Dennison Crosswaite	$786K	$776K	1.3%		
	Oby Sorrel	$786K	$763K	3.0%		
	Mallorie Waber	$783K	$836K	-6.3%		
	Camilla Castle	$783K	$840K	-6.8%		
	Andria Kimpton	$781K	$812K	-3.9%		
	Marney O'Breen	$777K	$879K	-11.6%		
	Kaine Padly	$767K	$704K	9.0%		

Total Sales 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 Sales 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

Team

Delish

Jucies

Tempo

Yummies