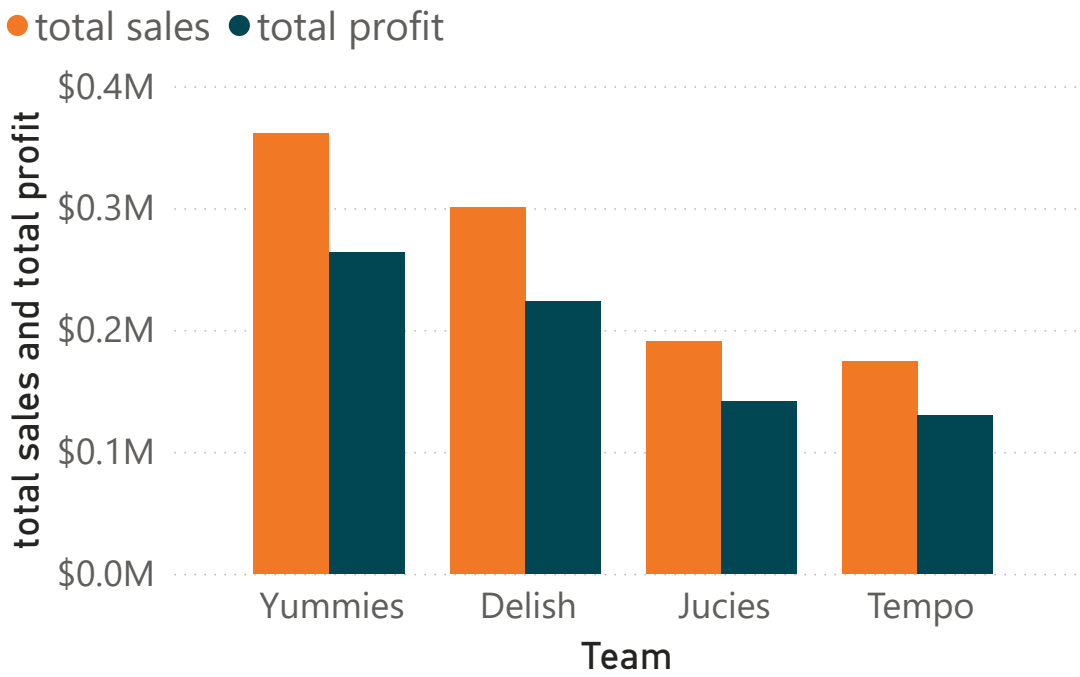


Analysis Themes:

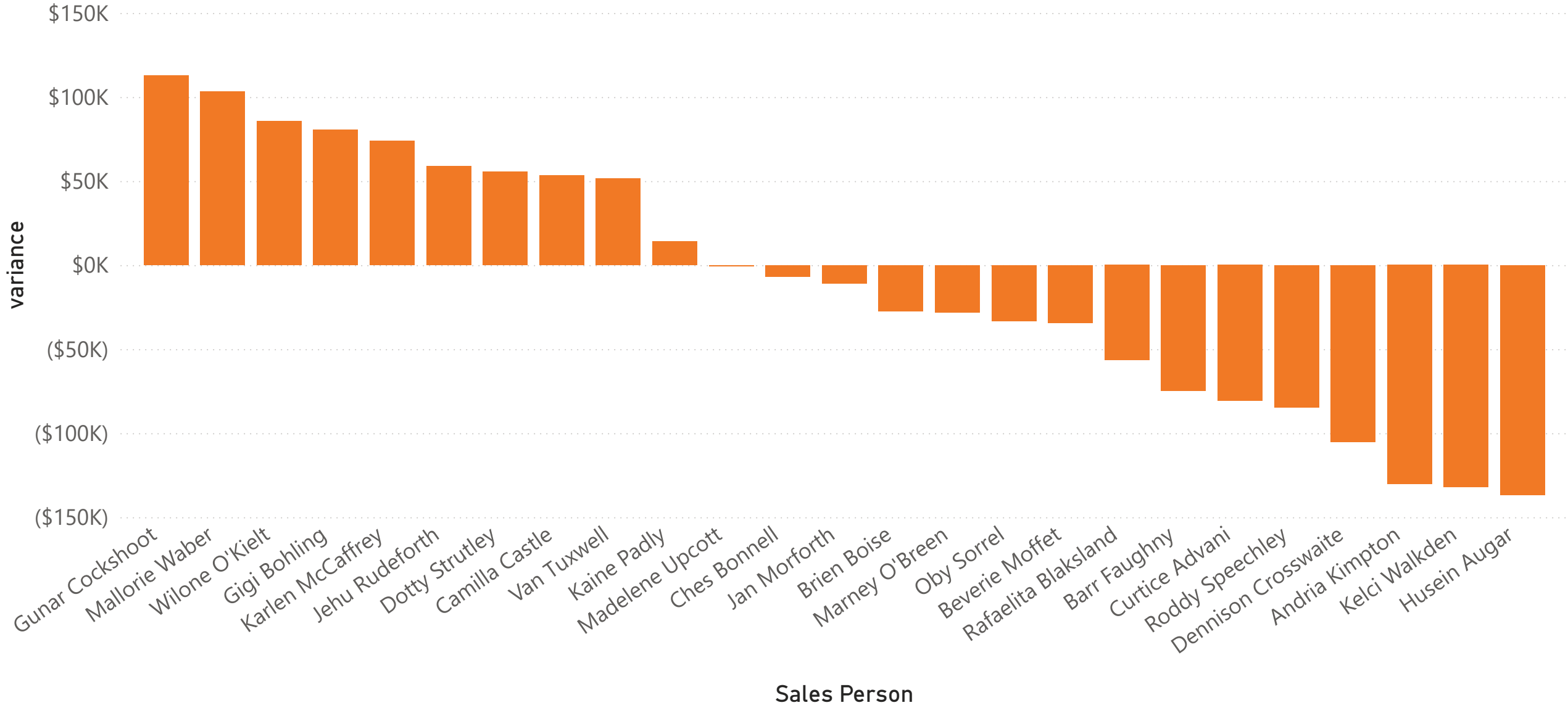
- 1) Actual Performance by Product, Person & Team
- 2) Variance Analysis by Person (overall)
- 3) Who has most variance in each month?
- 4) Which products have highest profit per box?
- 5) Forecast sales for next 3 months...

total sales and total profit by Team



- Product
- ☐ 50% Dark Bites
 - ☐ 70% Dark Bites
 - ☐ 85% Dark Bars
 - ☐ 99% Dark & Pure
 - ☒ After Nines
 - ☐ Almond Choco
 - ☐ Baker's Choco Chips
 - ☐ Caramel Stuffed Bars
 - ☐ Choco Coated Almonds
 - ☐ Drinking Coco
 - ☐ Eclairs
 - ☐ Fruit & Nut Bars
 - ☐ Manuka Honey Choco
 - ☐ Milk Bars
 - ☐ Mint Chip Choco
 - ☐ Orange Choco
 - ☐ Organic Choco Sprun

variance by Sales Person

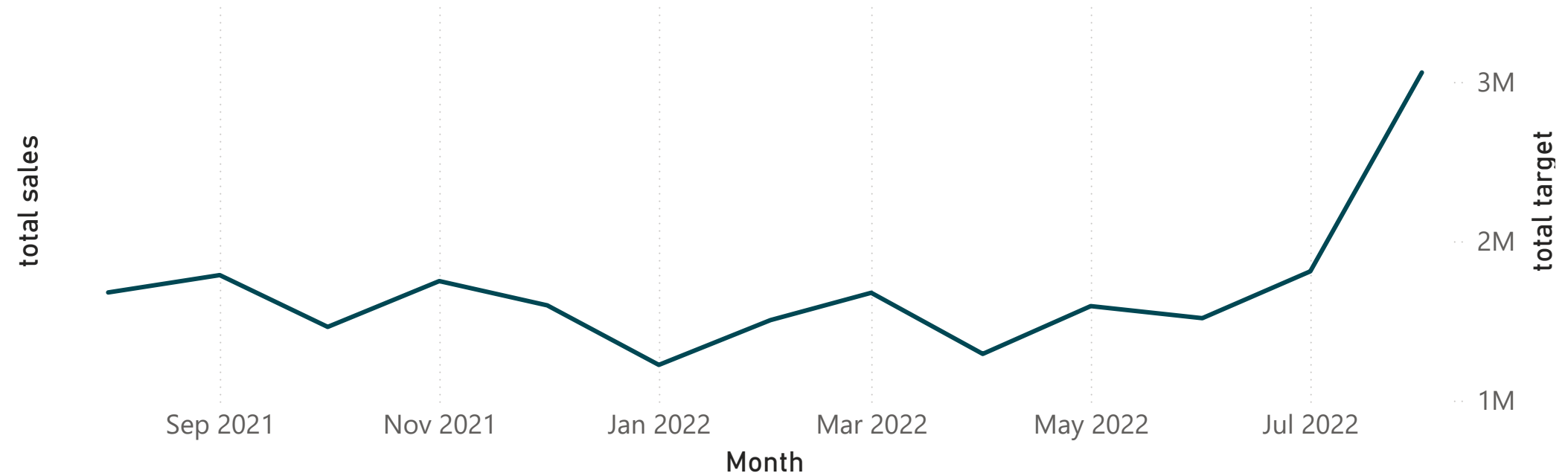




Sales Person	total sales	total target	variance	variance %
Husein Augar	\$7,79,044	915900	(\$1,36,856)	-14.9%
Andria Kimpton	\$8,67,510	997800	(\$1,30,290)	-13.1%
Kelci Walkden	\$8,89,602	1021800	(\$1,32,198)	-12.9%
Dennison Crosswaite	\$8,90,708	995800	(\$1,05,092)	-10.6%
Curtice Advani	\$7,79,422	860250	(\$80,828)	-9.4%
Roddy Speechley	\$9,57,047	1041650	(\$84,603)	-8.1%
Barr Faughny	\$8,86,375	961100	(\$74,725)	-7.8%
Rafaelita Blaksland	\$9,03,616	960150	(\$56,534)	-5.9%
Beverie Moffet	\$8,17,572	851850	(\$34,278)	-4.0%
Oby Sorrel	\$8,60,083	893450	(\$33,367)	-3.7%
Marney O'Breen	\$7,97,629	825750	(\$28,121)	-3.4%
Brien Boise	\$7,94,920	822250	(\$27,330)	-3.3%
Jan Morforth	\$7,80,038	790950	(\$10,912)	-1.4%
Ches Bonnell	\$8,84,835	891650	(\$6,815)	-0.8%
Madelene Upcott	\$8,97,554	897850	(\$296)	-0.0%
Kaine Padly	\$8,28,058	814050	\$14,008	1.7%
Van Tuxwell	\$8,63,079	811600	\$51,479	6.3%
Dotty Strutley	\$9,22,635	867000	\$55,635	6.4%
Jehu Rudeforth	\$8,95,363	836350	\$59,013	7.1%
Camilla Castle	\$7,98,868	745600	\$53,268	7.1%
Total	\$2,17,01,722	21954700	(\$2,52,978)	-1.2%

total sales and total target by Month

● total sales ● total target



This chart doesn't make any sense because the line connects from one end to another end without any break. that provides no information or misleading information



Year	Month	Sales Person
		Andria Kimpton
		Barr Faughny
		Beverie Moffet
		Brien Boise
		Camilla Castle
		Ches Bonnell
		Curtice Advani
		Dennison Crosswaite
		Dotty Strutley
		Gigi Bohling
		Gunar Cockshoot
		Husein Augar
		Jan Morforth
		Jehu Rudeforth
		Kaine Padly

