

Brailey Sporting Goods and Accessories

Objective	Tracking sales through the month to allow analysis of employee sales, sales by product class, sales by transaction, and sales by date.
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Key Performance Indicator	Description	Formula
KPI #1: Average transaction value	Measure the average value of each purchase made by customers.	=Total revenue / # of Transactions
KPI #2: Sales by sales person	Measure ability of sales people to generate revenue for the organization.	=Total revenue per sales person / Total revenue
KPI #3: Product Performance	Measure and rank product based on revenue performance. Identify products that need special attention.	= Product Revenue / Total Revenue

Raw data table information

Heading	Description	Format
Date	Date of the transaction	Date
Day	Transaction number	Number
Trans.#	Salesperson of the transaction	Text
Salesperson	Item Category - Sporting Goods (SpGoods), Outerwear(OutWear), Accessories(Acces.)	Text
# of items	Number of items in the category sold in the transaction	Number
Sales Dollars	Sales dollars per category in the transaction	Accounting

Project Team

A. Brailey

Brailey Sporting Goods and Accessories

Date	Day	Trans.#	Salesperson	Item Type	# of items	Sales Dollars
March 1, 2017	Wednesday	1	Anthony	SpGoods	3	\$ 150.00
March 1, 2017	Wednesday	1	Anthony	OutWear	1	\$ 224.00
March 1, 2017	Wednesday	2	Stephen	Acces.	4	\$ 32.00
March 1, 2017	Wednesday	2	Stephen	OutWear	1	\$ 124.00
March 1, 2017	Wednesday	3	Chris	SpGoods	1	\$ 25.00
March 2, 2017	Thursday	4	Stephen	OutWear	3	\$ 360.00
March 2, 2017	Thursday	4	Stephen	SpGoods	2	\$ 160.00
March 3, 2017	Friday	5	Anthony	Acces.	5	\$ 40.00
March 3, 2017	Friday	5	Anthony	SpGoods	2	\$ 120.00
March 3, 2017	Friday	6	Stephen	OutWear	1	\$ 140.00
March 3, 2017	Friday	6	Stephen	Acces.	4	\$ 30.00
March 3, 2017	Friday	7	Chris	OutWear	3	\$ 400.00
March 3, 2017	Friday	7	Chris	SpGoods	2	\$ 150.00
March 3, 2017	Friday	7	Chris	Acces.	6	\$ 40.00
March 6, 2017	Monday	8	Stephen	OutWear	2	\$ 250.00
March 6, 2017	Monday	8	Stephen	Acces.	3	\$ 25.00
March 6, 2017	Monday	9	Anthony	SpGoods	1	\$ 40.00
March 6, 2017	Monday	10	Chris	OutWear	2	\$ 200.00
March 6, 2017	Monday	10	Chris	Acces.	1	\$ 10.00
March 7, 2017	Tuesday	11	Anthony	OutWear	4	\$ 450.00
March 7, 2017	Tuesday	11	Anthony	Acces.	2	\$ 20.00
March 7, 2017	Tuesday	12	Chris	Acces.	6	\$ 45.00
March 7, 2017	Tuesday	12	Chris	SpGoods	2	\$ 75.00
March 8, 2017	Wednesday	13	Stephen	OutWear	3	\$ 230.00
March 8, 2017	Wednesday	13	Stephen	Acces.	8	\$ 70.00
March 9, 2017	Thursday	14	Anthony	Acces.	6	\$ 45.00
March 9, 2017	Thursday	15	Stephen	OutWear	4	\$ 650.00
March 9, 2017	Thursday	15	Stephen	Acces.	5	\$ 25.00
March 9, 2017	Thursday	16	Stephen	SpGoods	1	\$ 35.00
March 10, 2017	Friday	17	Chris	SpGoods	2	\$ 60.00
March 10, 2017	Friday	18	Chris	OutWear	3	\$ 420.00
March 13, 2017	Monday	19	Anthony	OutWear	2	\$ 250.00
March 13, 2017	Monday	20	Chris	SpGoods	3	\$ 70.00
March 13, 2017	Monday	21	Chris	SpGoods	2	\$ 90.00
March 13, 2017	Monday	22	Anthony	Acces.	1	\$ 10.00
March 14, 2017	Tuesday	23	Stephen	Acces.	3	\$ 35.00
March 14, 2017	Tuesday	24	Stephen	SpGoods	2	\$ 45.00
March 14, 2017	Tuesday	25	Chris	SpGoods	2	\$ 90.00
March 14, 2017	Tuesday	26	Chris	OutWear	2	\$ 250.00
March 15, 2017	Wednesday	27	Anthony	OutWear	1	\$ 150.00
March 15, 2017	Wednesday	27	Anthony	Acces.	5	\$ 75.00
March 15, 2017	Wednesday	28	Chris	SpGoods	3	\$ 95.00
March 15, 2017	Wednesday	29	Chris	Acces.	5	\$ 55.00
March 15, 2017	Wednesday	30	Anthony	SpGoods	1	\$ 25.00
March 16, 2017	Thursday	31	Anthony	OutWear	3	\$ 450.00
March 16, 2017	Thursday	32	Chris	SpGoods	6	\$ 220.00
March 16, 2017	Thursday	32	Chris	OutWear	2	\$ 200.00
March 17, 2017	Friday	33	Stephen	OutWear	3	\$ 330.00
March 17, 2017	Friday	34	Stephen	SpGoods	2	\$ 65.00
March 17, 2017	Friday	35	Stephen	Acces.	3	\$ 45.00
March 20, 2017	Monday	36	Anthony	OutWear	1	\$ 125.00
March 20, 2017	Monday	37	Stephen	OutWear	3	\$ 225.00
March 20, 2017	Monday	38	Chris	SpGoods	5	\$ 125.00
March 21, 2017	Tuesday	39	Chris	SpGoods	6	\$ 180.00
March 21, 2017	Tuesday	40	Stephen	SpGoods	4	\$ 125.00
March 21, 2017	Tuesday	41	Stephen	Acces.	8	\$ 120.00
March 22, 2017	Wednesday	42	Stephen	OutWear	1	\$ 125.00
March 22, 2017	Wednesday	43	Stephen	SpGoods	3	\$ 75.00
March 22, 2017	Wednesday	44	Chris	SpGoods	6	\$ 80.00
March 23, 2017	Thursday	45	Anthony	SpGoods	5	\$ 75.00
March 23, 2017	Thursday	46	Anthony	Acces.	6	\$ 100.00
March 24, 2017	Friday	47	Stephen	Acces.	5	\$ 30.00
March 24, 2017	Friday	47	Stephen	OutWear	1	\$ 90.00
March 24, 2017	Friday	48	Stephen	SpGoods	3	\$ 90.00
March 24, 2017	Friday	49	Anthony	OutWear	1	\$ 80.00
March 24, 2017	Friday	50	Anthony	Acces.	2	\$ 25.00
March 28, 2017	Tuesday	51	Anthony	OutWear	1	\$ 75.00
March 28, 2017	Tuesday	52	Anthony	SpGoods	4	\$ 80.00
March 28, 2017	Tuesday	53	Stephen	SpGoods	6	\$ 120.00
March 28, 2017	Tuesday	54	Stephen	Acces.	15	\$ 300.00
March 28, 2017	Tuesday	55	Stephen	SpGoods	2	\$ 45.00
March 29, 2017	Wednesday	56	Anthony	OutWear	1	\$ 65.00
March 29, 2017	Wednesday	57	Chris	OutWear	2	\$ 240.00
March 29, 2017	Wednesday	58	Chris	Acces.	6	\$ 95.00
March 29, 2017	Wednesday	58	Chris	SpGoods	5	\$ 125.00
March 30, 2017	Thursday	59	Chris	OutWear	4	\$ 200.00
March 30, 2017	Thursday	60	Anthony	OutWear	3	\$ 120.00
March 30, 2017	Thursday	61	Anthony	Acces.	7	\$ 140.00
March 31, 2017	Friday	62	Stephen	SpGoods	8	\$ 140.00
March 31, 2017	Friday	63	Stephen	Acces.	7	\$ 65.00
March 31, 2017	Friday	64	Anthony	Acces.	6	\$ 75.00
Total		64				\$ 10,750.00

Brailey Sporting Goods and Accessories

Date	Day	Trans.#	Salesperson	Item Type	# of items	Sales Dollars
March 1, 2017	Wednesday	1	Anthony	SpGoods	3	\$ 150.00
March 1, 2017	Wednesday	1	Anthony	OutWear	1	\$ 224.00
March 1, 2017	Wednesday	2	Stephen	Acces.	4	\$ 32.00
March 1, 2017	Wednesday	2	Stephen	OutWear	1	\$ 124.00
March 1, 2017	Wednesday	3	Chris	SpGoods	1	\$ 25.00
March 2, 2017	Thursday	4	Stephen	OutWear	3	\$ 360.00
March 2, 2017	Thursday	4	Stephen	SpGoods	2	\$ 160.00
March 3, 2017	Friday	5	Anthony	Acces.	5	\$ 40.00
March 3, 2017	Friday	5	Anthony	SpGoods	2	\$ 120.00
March 3, 2017	Friday	6	Stephen	OutWear	1	\$ 140.00
March 3, 2017	Friday	6	Stephen	Acces.	4	\$ 30.00
March 3, 2017	Friday	7	Chris	OutWear	3	\$ 400.00
March 3, 2017	Friday	7	Chris	SpGoods	2	\$ 150.00
March 3, 2017	Friday	7	Chris	Acces.	6	\$ 40.00
March 6, 2017	Monday	8	Stephen	OutWear	2	\$ 250.00
March 6, 2017	Monday	8	Stephen	Acces.	3	\$ 25.00
March 6, 2017	Monday	9	Anthony	SpGoods	1	\$ 40.00
March 6, 2017	Monday	10	Chris	OutWear	2	\$ 200.00
March 6, 2017	Monday	10	Chris	Acces.	1	\$ 10.00
March 7, 2017	Tuesday	11	Anthony	OutWear	4	\$ 450.00
March 7, 2017	Tuesday	11	Anthony	Acces.	2	\$ 20.00
March 7, 2017	Tuesday	12	Chris	Acces.	6	\$ 45.00
March 7, 2017	Tuesday	12	Chris	SpGoods	2	\$ 75.00
March 8, 2017	Wednesday	13	Stephen	OutWear	3	\$ 230.00
March 8, 2017	Wednesday	13	Stephen	Acces.	8	\$ 70.00
March 9, 2017	Thursday	14	Anthony	Acces.	6	\$ 45.00
March 9, 2017	Thursday	15	Stephen	OutWear	4	\$ 650.00
March 9, 2017	Thursday	15	Stephen	Acces.	5	\$ 25.00
March 9, 2017	Thursday	16	Stephen	SpGoods	1	\$ 35.00
March 10, 2017	Friday	17	Chris	SpGoods	2	\$ 60.00
March 10, 2017	Friday	18	Chris	OutWear	3	\$ 420.00
March 13, 2017	Monday	19	Anthony	OutWear	2	\$ 250.00
March 13, 2017	Monday	20	Chris	SpGoods	3	\$ 70.00
March 13, 2017	Monday	21	Chris	SpGoods	2	\$ 90.00
March 13, 2017	Monday	22	Anthony	Acces.	1	\$ 10.00
March 14, 2017	Tuesday	23	Stephen	Acces.	3	\$ 35.00
March 14, 2017	Tuesday	24	Stephen	SpGoods	2	\$ 45.00
March 14, 2017	Tuesday	25	Chris	SpGoods	2	\$ 90.00
March 14, 2017	Tuesday	26	Chris	OutWear	2	\$ 250.00
March 15, 2017	Wednesday	27	Anthony	OutWear	1	\$ 150.00
March 15, 2017	Wednesday	27	Anthony	Acces.	5	\$ 75.00
March 15, 2017	Wednesday	28	Chris	SpGoods	3	\$ 95.00
March 15, 2017	Wednesday	29	Chris	Acces.	5	\$ 55.00
March 15, 2017	Wednesday	30	Anthony	SpGoods	1	\$ 25.00
March 16, 2017	Thursday	31	Anthony	OutWear	3	\$ 450.00
March 16, 2017	Thursday	32	Chris	SpGoods	6	\$ 220.00
March 16, 2017	Thursday	32	Chris	OutWear	2	\$ 200.00
March 17, 2017	Friday	33	Stephen	OutWear	3	\$ 330.00
March 17, 2017	Friday	34	Stephen	SpGoods	2	\$ 65.00
March 17, 2017	Friday	35	Stephen	Acces.	3	\$ 45.00
March 20, 2017	Monday	36	Anthony	OutWear	1	\$ 125.00
March 20, 2017	Monday	37	Stephen	OutWear	3	\$ 225.00
March 20, 2017	Monday	38	Chris	SpGoods	5	\$ 125.00
March 21, 2017	Tuesday	39	Chris	SpGoods	6	\$ 180.00
March 21, 2017	Tuesday	40	Stephen	SpGoods	4	\$ 125.00
March 21, 2017	Tuesday	41	Stephen	Acces.	8	\$ 120.00
March 22, 2017	Wednesday	42	Stephen	OutWear	1	\$ 125.00
March 22, 2017	Wednesday	43	Stephen	SpGoods	3	\$ 75.00
March 22, 2017	Wednesday	44	Chris	SpGoods	6	\$ 80.00
March 23, 2017	Thursday	45	Anthony	SpGoods	5	\$ 75.00
March 23, 2017	Thursday	46	Anthony	Acces.	6	\$ 100.00
March 24, 2017	Friday	47	Stephen	Acces.	5	\$ 30.00
March 24, 2017	Friday	47	Stephen	OutWear	1	\$ 90.00
March 24, 2017	Friday	48	Stephen	SpGoods	3	\$ 90.00
March 24, 2017	Friday	49	Anthony	OutWear	1	\$ 80.00
March 24, 2017	Friday	50	Anthony	Acces.	2	\$ 25.00
March 28, 2017	Tuesday	51	Anthony	OutWear	1	\$ 75.00
March 28, 2017	Tuesday	52	Anthony	SpGoods	4	\$ 80.00
March 28, 2017	Tuesday	53	Stephen	SpGoods	6	\$ 120.00
March 28, 2017	Tuesday	54	Stephen	Acces.	15	\$ 300.00
March 28, 2017	Tuesday	55	Stephen	SpGoods	2	\$ 45.00
March 29, 2017	Wednesday	56	Anthony	OutWear	1	\$ 65.00
March 29, 2017	Wednesday	57	Chris	OutWear	2	\$ 240.00
March 29, 2017	Wednesday	58	Chris	Acces.	6	\$ 95.00
March 29, 2017	Wednesday	58	Chris	SpGoods	5	\$ 125.00
March 30, 2017	Thursday	59	Chris	OutWear	4	\$ 200.00
March 30, 2017	Thursday	60	Anthony	OutWear	3	\$ 120.00
March 30, 2017	Thursday	61	Anthony	Acces.	7	\$ 140.00
March 31, 2017	Friday	62	Stephen	SpGoods	8	\$ 140.00
March 31, 2017	Friday	63	Stephen	Acces.	7	\$ 65.00
March 31, 2017	Friday	64	Anthony	Acces.	6	\$ 75.00
Total		64				\$ 10,750.00

Brailey Sporting Goods and Accessories

Trans.#	(All)	
	Sales	Total items
March 1, 2017		
Anthony		
OutWear	\$ 224.00	1
SpGoods	\$ 150.00	3
Anthony Total	\$ 374.00	4
Chris		
SpGoods	\$ 25.00	1
Chris Total	\$ 25.00	1
Stephen		
OutWear	\$ 124.00	1
Acces.	\$ 32.00	4
Stephen Total	\$ 156.00	5
March 1, 2017 Total	\$ 555.00	10
March 2, 2017		
Stephen		
OutWear	\$ 360.00	3
SpGoods	\$ 160.00	2
Stephen Total	\$ 520.00	5
March 2, 2017 Total	\$ 520.00	5
March 3, 2017		
Anthony		
SpGoods	\$ 120.00	2
Acces.	\$ 40.00	5
Anthony Total	\$ 160.00	7
Chris		
OutWear	\$ 400.00	3
SpGoods	\$ 150.00	2
Acces.	\$ 40.00	6
Chris Total	\$ 590.00	11
Stephen		
OutWear	\$ 140.00	1
Acces.	\$ 30.00	4
Stephen Total	\$ 170.00	5
March 3, 2017 Total	\$ 920.00	23
March 6, 2017		
Anthony		
SpGoods	\$ 40.00	1
Anthony Total	\$ 40.00	1
Chris		
OutWear	\$ 200.00	2
Acces.	\$ 10.00	1
Chris Total	\$ 210.00	3
Stephen		
OutWear	\$ 250.00	2
Acces.	\$ 25.00	3
Stephen Total	\$ 275.00	5
March 6, 2017 Total	\$ 525.00	9
March 7, 2017		
Anthony		
OutWear	\$ 450.00	4
Acces.	\$ 20.00	2
Anthony Total	\$ 470.00	6
Chris		
SpGoods	\$ 75.00	2
Acces.	\$ 45.00	6
Chris Total	\$ 120.00	8
March 7, 2017 Total	\$ 590.00	14
March 8, 2017		
Stephen		
OutWear	\$ 230.00	3
Acces.	\$ 70.00	8
Stephen Total	\$ 300.00	11
March 8, 2017 Total	\$ 300.00	11
March 9, 2017		
Anthony		
Acces.	\$ 45.00	6
Anthony Total	\$ 45.00	6
Stephen		
OutWear	\$ 650.00	4
SpGoods	\$ 35.00	1
Acces.	\$ 25.00	5
Stephen Total	\$ 710.00	10
March 9, 2017 Total	\$ 755.00	16
March 10, 2017		
Chris		
OutWear	\$ 420.00	3
SpGoods	\$ 60.00	2
Chris Total	\$ 480.00	5
March 10, 2017 Total	\$ 480.00	5
March 13, 2017		
Anthony		
OutWear	\$ 250.00	2
Acces.	\$ 10.00	1

Salespers...
Anthony
Chris
Stephen

Item Type
Acces.
OutWear
SpGoods

Date		
March ...	March ...	
March ...	March ...	
March ...	March ...	
March ...	March ...	
March ...	March ...	
March ...	March ...	
March ...	March ...	
March ...	March ...	
March ...	March ...	
March ...	March ...	

- [Sales Data](#)
- [March Sales and KPI](#)
- [Daily Sales Chart](#)
- [Sales by Day](#)
- [Sales by Item Type](#)

Anthony Total	\$	260.00	3
Chris			
SpGoods	\$	160.00	5
Chris Total	\$	160.00	5
March 13, 2017 Total	\$	420.00	8
March 14, 2017			
Chris			
OutWear	\$	250.00	2
SpGoods	\$	90.00	2
Chris Total	\$	340.00	4
Stephen			
SpGoods	\$	45.00	2
Acces.	\$	35.00	3
Stephen Total	\$	80.00	5
March 14, 2017 Total	\$	420.00	9
March 15, 2017			
Anthony			
OutWear	\$	150.00	1
SpGoods	\$	25.00	1
Acces.	\$	75.00	5
Anthony Total	\$	250.00	7
Chris			
SpGoods	\$	95.00	3
Acces.	\$	55.00	5
Chris Total	\$	150.00	8
March 15, 2017 Total	\$	400.00	15
March 16, 2017			
Anthony			
OutWear	\$	450.00	3
Anthony Total	\$	450.00	3
Chris			
OutWear	\$	200.00	2
SpGoods	\$	220.00	6
Chris Total	\$	420.00	8
March 16, 2017 Total	\$	870.00	11
March 17, 2017			
Stephen			
OutWear	\$	330.00	3
SpGoods	\$	65.00	2
Acces.	\$	45.00	3
Stephen Total	\$	440.00	8
March 17, 2017 Total	\$	440.00	8
March 20, 2017			
Anthony			
OutWear	\$	125.00	1
Anthony Total	\$	125.00	1
Chris			
SpGoods	\$	125.00	5
Chris Total	\$	125.00	5
Stephen			
OutWear	\$	225.00	3
Stephen Total	\$	225.00	3
March 20, 2017 Total	\$	475.00	9
March 21, 2017			
Chris			
SpGoods	\$	180.00	6
Chris Total	\$	180.00	6
Stephen			
SpGoods	\$	125.00	4
Acces.	\$	120.00	8
Stephen Total	\$	245.00	12
March 21, 2017 Total	\$	425.00	18
March 22, 2017			
Chris			
SpGoods	\$	80.00	6
Chris Total	\$	80.00	6
Stephen			
OutWear	\$	125.00	1
SpGoods	\$	75.00	3
Stephen Total	\$	200.00	4
March 22, 2017 Total	\$	280.00	10
March 23, 2017			
Anthony			
SpGoods	\$	75.00	5
Acces.	\$	100.00	6
Anthony Total	\$	175.00	11
March 23, 2017 Total	\$	175.00	11
March 24, 2017			
Anthony			
OutWear	\$	80.00	1
Acces.	\$	25.00	2
Anthony Total	\$	105.00	3
Stephen			
OutWear	\$	90.00	1
SpGoods	\$	90.00	3
Acces.	\$	30.00	5
Stephen Total	\$	210.00	9
March 24, 2017 Total	\$	315.00	12
March 28, 2017			
Anthony			

OutWear	\$	75.00	1
SpGoods	\$	80.00	4
Anthony Total	\$	155.00	5
Stephen			
SpGoods	\$	165.00	8
Acces.	\$	300.00	15
Stephen Total	\$	465.00	23
March 28, 2017 Total	\$	620.00	28
March 29, 2017			
Anthony			
OutWear	\$	65.00	1
Anthony Total	\$	65.00	1
Chris			
OutWear	\$	240.00	2
SpGoods	\$	125.00	5
Acces.	\$	95.00	6
Chris Total	\$	460.00	13
March 29, 2017 Total	\$	525.00	14
March 30, 2017			
Anthony			
OutWear	\$	120.00	3
Acces.	\$	140.00	7
Anthony Total	\$	260.00	10
Chris			
OutWear	\$	200.00	4
Chris Total	\$	200.00	4
March 30, 2017 Total	\$	460.00	14
March 31, 2017			
Anthony			
Acces.	\$	75.00	6
Anthony Total	\$	75.00	6
Stephen			
SpGoods	\$	140.00	8
Acces.	\$	65.00	7
Stephen Total	\$	205.00	15
March 31, 2017 Total	\$	280.00	21
Grand Total	\$	10,750.00	281

Brailey Sporting Goods and Accessories

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March 1, 2017	Wednesday	1	Anthony	SpGoods	3	\$ 150.00
March 1, 2017	Wednesday	1	Anthony	OutWear	1	\$ 224.00
March 1, 2017	Wednesday	2	Stephen	Acces.	4	\$ 32.00
March 1, 2017	Wednesday	2	Stephen	OutWear	1	\$ 124.00
March 1, 2017	Wednesday	3	Chris	SpGoods	1	\$ 25.00
March 2, 2017	Thursday	4	Stephen	OutWear	3	\$ 360.00
March 2, 2017	Thursday	4	Stephen	SpGoods	2	\$ 160.00
March 3, 2017	Friday	5	Anthony	Acces.	5	\$ 40.00
March 3, 2017	Friday	5	Anthony	SpGoods	2	\$ 120.00
March 3, 2017	Friday	6	Stephen	OutWear	1	\$ 140.00
March 3, 2017	Friday	6	Stephen	Acces.	4	\$ 30.00
March 3, 2017	Friday	7	Chris	OutWear	3	\$ 400.00
March 3, 2017	Friday	7	Chris	SpGoods	2	\$ 150.00
March 3, 2017	Friday	7	Chris	Acces.	6	\$ 40.00
March 6, 2017	Monday	8	Stephen	OutWear	2	\$ 250.00
March 6, 2017	Monday	8	Stephen	Acces.	3	\$ 25.00
March 6, 2017	Monday	9	Anthony	SpGoods	1	\$ 40.00
March 6, 2017	Monday	10	Chris	OutWear	2	\$ 200.00
March 6, 2017	Monday	10	Chris	Acces.	1	\$ 10.00
March 7, 2017	Tuesday	11	Anthony	OutWear	4	\$ 450.00
March 7, 2017	Tuesday	11	Anthony	Acces.	2	\$ 20.00
March 7, 2017	Tuesday	12	Chris	Acces.	6	\$ 45.00
March 7, 2017	Tuesday	12	Chris	SpGoods	2	\$ 75.00
March 8, 2017	Wednesday	13	Stephen	OutWear	3	\$ 230.00
March 8, 2017	Wednesday	13	Stephen	Acces.	8	\$ 70.00
March 9, 2017	Thursday	14	Anthony	Acces.	6	\$ 45.00
March 9, 2017	Thursday	15	Stephen	OutWear	4	\$ 650.00
March 9, 2017	Thursday	15	Stephen	Acces.	5	\$ 25.00
March 9, 2017	Thursday	16	Stephen	SpGoods	1	\$ 35.00
March 10, 2017	Friday	17	Chris	SpGoods	2	\$ 60.00
March 10, 2017	Friday	18	Chris	OutWear	3	\$ 420.00
March 13, 2017	Monday	19	Anthony	OutWear	2	\$ 250.00
March 13, 2017	Monday	20	Chris	SpGoods	3	\$ 70.00
March 13, 2017	Monday	21	Chris	SpGoods	2	\$ 90.00
March 13, 2017	Monday	22	Anthony	Acces.	1	\$ 10.00
March 14, 2017	Tuesday	23	Stephen	Acces.	3	\$ 35.00
March 14, 2017	Tuesday	24	Stephen	SpGoods	2	\$ 45.00
March 14, 2017	Tuesday	25	Chris	SpGoods	2	\$ 90.00
March 14, 2017	Tuesday	26	Chris	OutWear	2	\$ 250.00
March 15, 2017	Wednesday	27	Anthony	OutWear	1	\$ 150.00
March 15, 2017	Wednesday	27	Anthony	Acces.	5	\$ 75.00
March 15, 2017	Wednesday	28	Chris	SpGoods	3	\$ 95.00
March 15, 2017	Wednesday	29	Chris	Acces.	5	\$ 55.00
March 15, 2017	Wednesday	30	Anthony	SpGoods	1	\$ 25.00
March 16, 2017	Thursday	31	Anthony	OutWear	3	\$ 450.00
March 16, 2017	Thursday	32	Chris	SpGoods	6	\$ 220.00
March 16, 2017	Thursday	32	Chris	OutWear	2	\$ 200.00
March 17, 2017	Friday	33	Stephen	OutWear	3	\$ 330.00
March 17, 2017	Friday	34	Stephen	SpGoods	2	\$ 65.00
March 17, 2017	Friday	35	Stephen	Acces.	3	\$ 45.00
March 20, 2017	Monday	36	Anthony	OutWear	1	\$ 125.00
March 20, 2017	Monday	37	Stephen	OutWear	3	\$ 225.00
March 20, 2017	Monday	38	Chris	SpGoods	5	\$ 125.00
March 21, 2017	Tuesday	39	Chris	SpGoods	6	\$ 180.00
March 21, 2017	Tuesday	40	Stephen	SpGoods	4	\$ 125.00
March 21, 2017	Tuesday	41	Stephen	Acces.	8	\$ 120.00
March 22, 2017	Wednesday	42	Stephen	OutWear	1	\$ 125.00
March 22, 2017	Wednesday	43	Stephen	SpGoods	3	\$ 75.00
March 22, 2017	Wednesday	44	Chris	SpGoods	6	\$ 80.00
March 23, 2017	Thursday	45	Anthony	SpGoods	5	\$ 75.00
March 23, 2017	Thursday	46	Anthony	Acces.	6	\$ 100.00
March 24, 2017	Friday	47	Stephen	Acces.	5	\$ 30.00
March 24, 2017	Friday	47	Stephen	OutWear	1	\$ 90.00
March 24, 2017	Friday	48	Stephen	SpGoods	3	\$ 90.00
March 24, 2017	Friday	49	Anthony	OutWear	1	\$ 80.00
March 24, 2017	Friday	50	Anthony	Acces.	2	\$ 25.00
March 28, 2017	Tuesday	51	Anthony	OutWear	1	\$ 75.00
March 28, 2017	Tuesday	52	Anthony	SpGoods	4	\$ 80.00
March 28, 2017	Tuesday	53	Stephen	SpGoods	6	\$ 120.00
March 28, 2017	Tuesday	54	Stephen	Acces.	15	\$ 300.00
March 28, 2017	Tuesday	55	Stephen	SpGoods	2	\$ 45.00
March 29, 2017	Wednesday	56	Anthony	OutWear	1	\$ 65.00
March 29, 2017	Wednesday	57	Chris	OutWear	2	\$ 240.00
March 29, 2017	Wednesday	58	Chris	Acces.	6	\$ 95.00
March 29, 2017	Wednesday	58	Chris	SpGoods	5	\$ 125.00
March 30, 2017	Thursday	59	Chris	OutWear	4	\$ 200.00
March 30, 2017	Thursday	60	Anthony	OutWear	3	\$ 120.00
March 30, 2017	Thursday	61	Anthony	Acces.	7	\$ 140.00
March 31, 2017	Friday	62	Stephen	SpGoods	8	\$ 140.00
March 31, 2017	Friday	63	Stephen	Acces.	7	\$ 65.00
March 31, 2017	Friday	64	Anthony	Acces.	6	\$ 75.00
Total		64				\$ 10,750.00

Key Performance Indicators

Average Transaction Value \$ 167.97			
Rank	Employee	Totals Sales	Percentage
3	Anthony	\$ 3,009.00	28%
2	Chris	\$ 3,540.00	33%
1	Stephen	\$ 4,201.00	39%
		\$ 10,750.00	100%
Rank	Item Type	Total Sales	Percentage
2	SpGoods	\$ 2,775.00	26%
1	OutWear	\$ 6,423.00	60%
3	Acces.	\$ 1,552.00	14%
		\$ 10,750.00	100%
Day	Total Sales	Percentage	
Monday	\$ 1,420.00	13%	
Tuesday	\$ 2,055.00	19%	
Wednesday	\$ 2,060.00	19%	
Thursday	\$ 2,780.00	26%	
Friday	\$ 2,435.00	23%	
	\$ 10,750.00	100%	
Top Salesperson Stephen \$ 4,201.00			
Top Selling Item OutWear \$ 6,423.00			

[Sales Data](#)

[March Sales and KPI](#)

[Daily Sales Chart](#)

[Sales by Day](#)

[Sales by Item Type](#)

Brailey Sporting Goods and Accessories

Sum of Sales Dollars	Monday	Tuesday	Wednesday	Thursday	Friday	Grand Total
Anthony						
Accessories						
March 3, 2017					\$ 40.00	\$ 40.00
March 7, 2017		\$ 20.00				\$ 20.00
March 9, 2017				\$ 45.00		\$ 45.00
March 13, 2017	\$ 10.00					\$ 10.00
March 15, 2017			\$ 75.00			\$ 75.00
March 23, 2017				\$ 100.00		\$ 100.00
March 24, 2017					\$ 25.00	\$ 25.00
March 30, 2017				\$ 140.00		\$ 140.00
March 31, 2017					\$ 75.00	\$ 75.00
Accessories Total	\$ 10.00	\$ 20.00	\$ 75.00	\$ 285.00	\$ 140.00	\$ 530.00
OutWear						
March 1, 2017			\$ 224.00			\$ 224.00
March 7, 2017		\$ 450.00				\$ 450.00
March 13, 2017	\$ 250.00					\$ 250.00
March 15, 2017			\$ 150.00			\$ 150.00
March 16, 2017				\$ 450.00		\$ 450.00
March 20, 2017	\$ 125.00					\$ 125.00
March 24, 2017					\$ 80.00	\$ 80.00
March 28, 2017		\$ 75.00				\$ 75.00
March 29, 2017			\$ 65.00			\$ 65.00
March 30, 2017				\$ 120.00		\$ 120.00
OutWear Total	\$ 375.00	\$ 525.00	\$ 439.00	\$ 570.00	\$ 80.00	\$ 1,989.00
SpGoods						
March 1, 2017			\$ 150.00			\$ 150.00
March 3, 2017					\$ 120.00	\$ 120.00
March 6, 2017	\$ 40.00					\$ 40.00
March 15, 2017			\$ 25.00			\$ 25.00
March 23, 2017				\$ 75.00		\$ 75.00
March 28, 2017		\$ 80.00				\$ 80.00
SpGoods Total	\$ 40.00	\$ 80.00	\$ 175.00	\$ 75.00	\$ 120.00	\$ 490.00
Anthony Total	\$ 425.00	\$ 625.00	\$ 689.00	\$ 930.00	\$ 340.00	\$ 3,009.00
Chris						
Accessories						
March 3, 2017					\$ 40.00	\$ 40.00
March 6, 2017	\$ 10.00					\$ 10.00
March 7, 2017		\$ 45.00				\$ 45.00
March 15, 2017			\$ 55.00			\$ 55.00
March 29, 2017			\$ 95.00			\$ 95.00
Accessories Total	\$ 10.00	\$ 45.00	\$ 150.00		\$ 40.00	\$ 245.00
OutWear						
March 3, 2017					\$ 400.00	\$ 400.00
March 6, 2017	\$ 200.00					\$ 200.00
March 10, 2017					\$ 420.00	\$ 420.00
March 14, 2017		\$ 250.00				\$ 250.00
March 16, 2017				\$ 200.00		\$ 200.00
March 29, 2017			\$ 240.00			\$ 240.00
March 30, 2017				\$ 200.00		\$ 200.00
OutWear Total	\$ 200.00	\$ 250.00	\$ 240.00	\$ 400.00	\$ 820.00	\$ 1,910.00
SpGoods						
March 1, 2017			\$ 25.00			\$ 25.00
March 3, 2017					\$ 150.00	\$ 150.00
March 7, 2017		\$ 75.00				\$ 75.00
March 10, 2017					\$ 60.00	\$ 60.00
March 13, 2017	\$ 160.00					\$ 160.00
March 14, 2017		\$ 90.00				\$ 90.00
March 15, 2017			\$ 95.00			\$ 95.00
March 16, 2017				\$ 220.00		\$ 220.00
March 20, 2017	\$ 125.00					\$ 125.00
March 21, 2017		\$ 180.00				\$ 180.00
March 22, 2017			\$ 80.00			\$ 80.00
March 29, 2017			\$ 125.00			\$ 125.00
SpGoods Total	\$ 285.00	\$ 345.00	\$ 325.00	\$ 220.00	\$ 210.00	\$ 1,385.00
Chris Total	\$ 495.00	\$ 640.00	\$ 715.00	\$ 620.00	#####	\$ 3,540.00
Stephen	\$ 500.00	\$ 790.00	\$ 656.00	\$ 1,230.00	#####	\$ 4,201.00
Grand Total	\$ 1,420.00	\$ 2,055.00	\$ 2,060.00	\$ 2,780.00	#####	\$ 10,750.00

Salesp...

Anthony
Chris
Stephen

Item T...

Accessories
OutWear
SpGoods

Day

Monday
Tuesday
Wednesday
Thursday
Friday

[Sales Data](#)

[March Sales and KPI](#)

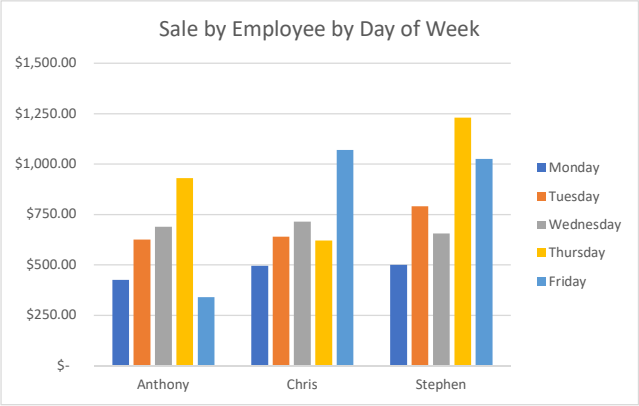
[Daily Sales Chart](#)

[Sales by Day](#)

[Sales by Item Type](#)

Brailey Sporting Goods and Accessories

Sum of Sales Dollars		Column Labels					
Row Labels	Monday	Tuesday	Wednesday	Thursday	Friday	Grand Total	
Anthony	425	625	689	930	340	3009	
Chris	495	640	715	620	1070	3540	
Stephen	500	790	656	1230	1025	4201	
Grand Total	1420	2055	2060	2780	2435	10750	



Salesperson

Anthony

Chris

Stephen

[Sales Data](#)

[March Sales and KPI](#)

[Daily Sales Chart](#)

[Sales by Day](#)

[Sales by Item Type](#)

Day

Monday

Tuesday

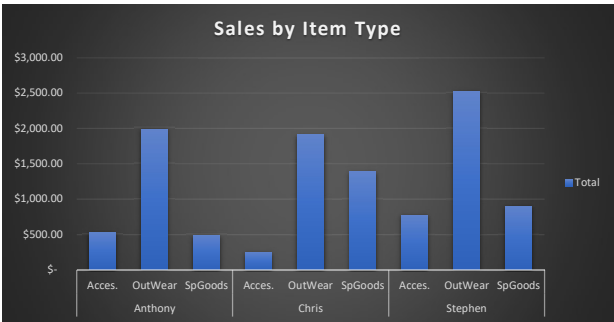
Wednesday

Thursday

Friday

Brailey Sporting Goods and Accessories

Row Labels	Sum of Sales Dollars	
Anthony		
Acces.	\$	530.00
OutWear	\$	1,989.00
SpGoods	\$	490.00
Anthony Total	\$	3,009.00
Chris		
Acces.	\$	245.00
OutWear	\$	1,910.00
SpGoods	\$	1,385.00
Chris Total	\$	3,540.00
Stephen		
Acces.	\$	777.00
OutWear	\$	2,524.00
SpGoods	\$	900.00
Stephen Total	\$	4,201.00
Grand Total	\$	10,750.00



Item Type

Acces.
OutWear
SpGoods

Salesper...

Anthony
Chris
Stephen

- [Sales Data](#)
- [March Sales and KPI](#)
- [Daily Sales Chart](#)
- [Sales by Day](#)
- [Sales by Item Type](#)