
AVERAGE TICKET WORKSHEET

Let's Work Smart for Our Money

 **EMPOWERING YOU®**



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Have you ever had one of those days where you were slammed back to back with clients... and then you looked at what you brought in and thought, "What the heck!?! That's all?!" And then you have days where you have half the amount of clients, yet bring in more money?

At Empowering You Consulting we prefer our clients work smart and not so hard. Gone are the days of rack 'em, pack 'em, stack 'em. Instead, we teach our clients how to maintain consistent (but not hectic) days with double the revenue. Salons and spas are working too hard for the money. It's time we work smart.

That's why we created this Average Ticket Worksheet. Average ticket is the average amount that each client spends on service and retail sales when they come into your salon.

By completing this worksheet, you'll be able to identify areas where you or your service providers can focus on to maximize each client that comes in.

Step One:

Gather and enter your salon/spa's weekly average of service, retail totals, and number of clients.

Step Two:

Review your salons' current reality.

Step Three:

Look to see what just a small increase of service dollars can do for your service sales.

Step Four:

Look to see what just a small increase in retail dollars can do for your yearly retail sales.

We recommend you complete this Average Ticket Worksheet for each team member so they can see their potential sales in their business.



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What 3 changes will you make to hit your average service and average retail goals?

- 1. _____

- 2. _____

- 3. _____

Do you want to learn more ways to find hidden opportunities for more money without putting in more work? Schedule a free strategy session with one of our Empowering You Consultants and learn strategies to grow your average ticket and hit your revenue goals.

READY TO TAKE ACTION?

Click above to set up a strategy session with one of our coaches today!

