



## Average Bill Template

Average Bill \$	200												
	180												
	160												
	140												
	120												
	100												
	80												
	60												
	40												
	20												
	0												
		1	2	3	4	5	6	7	8	9	10	11	12

Weeks 1-12

**This purpose of this exercise is for you to track your average bill every week over a period of 12 weeks on the above graph.**

A graph is, 'a picture' showing you what the numbers are doing. And if the graph is showing results tracked over a period time then the picture will show you the trend of what is happening.

This exercise is for you to keep track of your 'Average Bill' over a 12 week period.

In order to work out your 'Average Bill' you need 2 numbers.

1. How many clients you have done in a week [The total numbers of clients regardless of the service they have].
2. The total revenue from those clients [including retail sales] each week.

The formula to work out the Average bill is: Total sales revenue over a week, divided by total number of clients in the same week = average bill.

i.e. If you did \$2,000 in total sales over a week and did 25 clients...

$\$2,000 \div 25 \text{ clients} = \$80$  is the average bill.

If \$80 is your result for week 1 then put an 'x' where \$80 and Week 1 converge on the above graph.

Repeat this exercise every week for 12 weeks. Join the 'X's up with a line and it will clearly show the trend.

The higher the figure is for your average bill, 'the better'. Because a high average bill, is an indicator that you are working smarter not harder. In other words; Compared to someone else with a lower average bill, you are producing 'the same amount', or more money than them, but with less clients.