



Pre-booking Graph Template

Pre-booking Percentage	100												
	90												
	80												
	70												
	60												
	50												
	40												
	30												
	20												
	10												
	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 'Pre-Bookings' 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 pre-booking percentage each week.

Formula to work out your Pre-booking percentage:

Number of clients that pre-booked, ÷ by total number of clients x 100 = result

i.e. If you did 28 clients this week and 5 pre-booked

5 clients pre-booked ÷ 28 clients this week x 100 = 17% clients pre-booked this week

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 pre-booking percentage, 'the better' as it is an 'Indicator' of how happy the clients are, and an indicator of the stylist's ability to build their client retention rates and increase frequency of visit.'