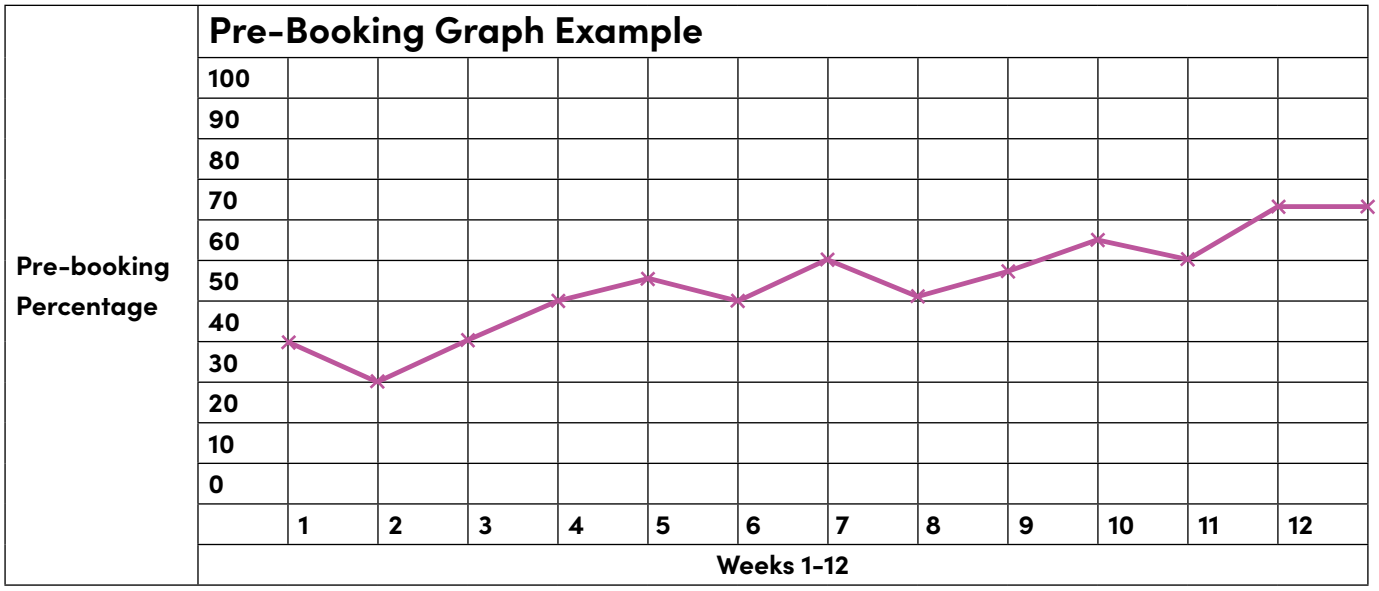

I like using graphs in business to track performance. I think it's because as a hairdresser I like pictures, and a graph is a 'picture' that is showing you what the numbers are doing.

If the graph is showing results tracked over a period time, then the picture will show you the trend of what is happening over that period of time.

As an example, the above graph is showing what is happening with pre-booking results over a period of 12 weeks.

On the horizontal axis [along the bottom] we have the weeks numbered 1 through to 12.

On the vertical access we have 'percentages' numbered from 0% through to 100%.

The red 'X' indicates the results for each of the weeks 1-12 and by joining them together you see the trend over a 12-week period.

You can easily see that in this example that despite some weeks inevitably being better than others that the trend is upwards.

In the downloads section you will see several graphs for you to complete and track your performance.

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