



## THE GROOMSMITH EARNING POTENTIAL - BARBER STYLIST

	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
<b>Guest Count</b>	125	146	167	188	209	229
<b>Monthly Service Sales</b>	\$5,810	\$7,577	\$9,637	\$11,925	\$14,441	\$17,130

<b>SERVICE COMMISSION</b>	\$ 2,556	\$ 3,485	\$ 4,626	\$ 5,963	\$ 7,509	\$ 9,250
<b>RETAIL COMMISSION</b>	\$ 75.0	\$ 175.2	\$ 334.0	\$ 451.2	\$ 585.2	\$ 732.8
<b>TIPS ESTIMATED AT 15%</b>	\$ 872	\$ 1,137	\$ 1,446	\$ 1,789	\$ 2,166	\$ 2,570
<b>MONTHLY EARNING POTENTIAL</b>	\$ 3,503	\$ 4,797	\$ 6,405	\$ 8,202	\$ 10,261	\$ 12,553
<b>ANNUAL EARNING POTENTIAL</b>	<b>\$ 42,035</b>	<b>\$ 57,566</b>	<b>\$ 76,864</b>	<b>\$ 98,429</b>	<b>\$123,128</b>	<b>\$ 150,630</b>

### Daily Goals

<b>Guests Per Day</b>	6.3	7.0	8.4	9.4	10.0	10.9
<b>Average Ticket</b>	\$46	\$52	\$58	\$63	\$69	\$75
<b>Daily Service Sales</b>	\$278	\$362	\$461	\$570	\$690	\$819
<b>Retention/Request %</b>	65%	70%	75%	80%	85%	90%
<b>Retail Unit PG</b>	0.30	0.40	0.50	0.60	0.70	0.80

### Hourly Service Sales Breakdown

8-Hour Shift	\$35	\$45	\$58	\$71	\$86	\$102
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Daily goals are based on a 8-hour shift.

Average your daily goals over a three month period and you will earn a promotion.