Tracking Your Way to Success

Kelly Shepherd, Business Coach What The Farm kelly@mymapscoach.com/757-685-7321

•	•												
Example													
Talbot Park FM	January	February	March	April	May	June	July	August	September	October	November	December	YTD
Sales	Х	Х	Х	\$5,056	\$4,260	\$3,992	\$2,488	\$3,390	\$3,520	\$4,780	Х	Х	\$27,486
Hours	Х	Х	Х	26	33	26	26	33	26	26	Х	Х	196
Fees Revenue/Hour	X	X X	X X	\$128 \$189.54	\$128 \$127.14	\$128 \$148.62	\$128 \$90.77	\$128 \$98.85	\$128 \$130.46	\$128 \$178.92	X	X	\$896 \$136
MARKET 1													
	January	February	March	April	May	June	July	August	September	October	November	December	YTD
Sales													
Hours													
Fees													
Revenue/Hour													
MARKET 2													
	January	February	March	April	May	June	July	August	September	October	November	December	YTD
Sales													
Hours													
Fees													
Revenue/Hour													
MARKET 3													
	January	February	March	April	May	June	July	August	September	October	November	December	YTD
Sales													
Hours													
Fees													
Revenue/Hour													
MARKET 4													
	January	February	March	April	May	June	July	August	September	October	November	December	YTD
Sales													
Hours													
Fees													
Revenue/Hour													