

MONTHLY STORE SCORECARD

Which store is slipping, and why?

A multi-location retailer had sales by store, but not what each store keeps, whether hours earn their cost, or whether sales tie to the bank. We joined the sales system, payroll and accounting into one scorecard. This is what it showed.

Sales against goal, by store and month

Percent of the monthly goal reached. Every store, every month, one view.

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Store A West	13%	61%	66%	54%	82%	72%	50%	59%	32%
Store B West	93%	76%	73%	64%	98%	64%	73%	80%	62%
Store C Southeast	101%	89%	98%	93%	79%	68%	67%	60%	38%
Store D Southeast	87%	75%	77%	63%	64%	49%	71%	62%	44%
All stores	77%	76%	77%	68%	85%	64%	67%	68%	47%

Sales per staff hour

Against the target needed to keep pay near 25% of sales.

	AUG	SEP
Store A	57%	46%
Store B	120%	117%
Store C	57%	42%
Store D	66%	44%

On target Watch Act

Pay as a share of sales, by region

Green 25% or less, amber to 30%, red above.

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
West	20%	24%	21%	40%	21%	33%	24%	24%
Southeast	39%	40%	52%	36%	41%	34%	48%	50%

What it surfaced

One slow month, every store.

September fell 30% below August across all four locations. It only reads as a pattern when the stores sit on one page.

Hours that did not earn their cost.

Three of four stores earned well under the sales-per-hour needed to carry their pay. One cleared it.

A region paying 35–50 cents per sales dollar.

Pay in one region ran about half again as much as the other, partly warehouse and office staff that never showed up in store reports.

One store that rode on three people.

Up to 78% of a store's monthly sales came from its top three sellers. A resignation would have been a revenue event.

Sales that did not tie to the bank.

One location's sales system and bank deposits differed by double digits in several months, which pointed to money settling through another account.

Built from the point-of-sale system, the time clock, QuickBooks and bank statements. Targets are set once, then edited as the business learns what good looks like.

Yours would be built from your own systems.

Twenty minutes is enough to see what yours would say.



SCAN TO BOOK
20 MINUTES