

# PAYCHECK CALCULATOR

BASED ON A COMMISSION ONLY SALON AT 40% COMMISSION PAID ON ALL SERVICE SALES

S E R V I C E S A L E S A N D T I P S

	1	2	3
	WHAT I WANT TO MAKE IN A YEAR	TOTAL BUSINESS I'D NEED TO DO AT SALON PRICES $A1 \div 0.40$ (40%)	HOW MUCH DO I NEED TO MAKE AT SCHOOL PRICES? $A2 \times 0.25$ (25%)
WHAT I WANT TO MAKE IN A YEAR <b>A</b>	\$  GOLDEN NUMBER	\$	\$
WHAT I NEED TO MAKE EACH MONTH $A \div 12$ MONTHS <b>B</b>	\$	\$	\$
WHAT I NEED TO MAKE EACH WEEK $B \div 4$ WEEKS <b>C</b>	\$	\$	\$
WHAT I NEED TO MAKE EACH DAY $C \div 5$ DAYS A WEEK <b>D</b>	\$	\$	\$
WHAT I NEED TO MAKE PER CLIENT, 3 CLIENTS/DAY $D \div 3$ CLIENTS A DAY <b>E</b>	\$	\$	\$  GOLDEN NUMBER
WHAT I NEED TO MAKE PER CLIENT, 5 CLIENTS/DAY $D \div 5$ CLIENTS A DAY <b>F</b>	\$	\$	\$  GOLDEN NUMBER



# HOW DID YOU DO?

USING THE NUMBERS FROM YOUR WEEKLY PAYCHECK TRACKER, FILL OUT THE FOLLOWING WORKSHEET

BASED ON THIS WEEK'S NUMBERS, WHAT WERE YOUR WEEKLY TOTALS?

SERVICE	\$
+ TIP	\$
WEEKLY TOTAL	\$

BASED ON YOUR WEEKLY NUMBERS, WHAT WILL YOUR MONTHLY TOTAL BE?

WEEKLY TOTAL x 4 =

\$

MONTHLY TOTAL

BASED ON YOUR MONTHLY NUMBERS, WHAT WILL YOUR YEARLY TOTAL BE?

MONTHLY TOTAL x 12 =

\$

YEARLY TOTAL

NOW TAKE YOUR YEARLY TOTAL AND DIVIDE IT BY 25% (TO REPRESENT REAL SALON DOLLARS), THEN MULTIPLY IT BY 40% (YOUR COMMISSION)

YEARLY TOTAL ÷ 0.25 x 0.40 =

\$

ACTUAL ANNUAL INCOME IN SALON DOLLARS

DID YOU HIT YOUR YEARLY GOAL?



IF YOU DID NOT:  
DON'T WORRY! JUST RE-WORK THE  
NUMBERS & TRY AGAIN NEXT WEEK

IF YOU DID:  
CONGRATULATIONS! SEE IF YOU  
CAN BEAT YOUR GOAL NEXT WEEK





nuts and bolts

# PAYCHECK CALCULATOR

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S E R V I C E S A L E S A N D T I P S

## EXAMPLE

1

WHAT I WANT TO MAKE IN A YEAR

2

TOTAL BUSINESS I'D NEED TO DO AT SALON PRICES

3

HOW MUCH DO I NEED TO MAKE AT SCHOOL PRICES?

$A1 \div 0.40$  (40%)

$A2 \times 0.25$  (25%)

WHAT I WANT TO MAKE IN A YEAR

A

\$ 40,000

GOLDEN NUMBER

\$ 100,000

\$ 25,000

WHAT I NEED TO MAKE EACH MONTH

$A \div 12$  MONTHS

B

\$ 3,333

\$ 8,333

\$ 2,084

WHAT I NEED TO MAKE EACH WEEK

$B \div 4$  WEEKS

C

\$ 833

\$ 2,083

\$ 521

WHAT I NEED TO MAKE EACH DAY

$C \div 5$  DAYS A WEEK

D

\$ 167

\$ 417

\$ 104

WHAT I NEED TO MAKE PER CLIENT, 3 CLIENTS/DAY

$D \div 3$  CLIENTS A DAY

E

\$ 56

\$ 139

\$ 35

GOLDEN NUMBER

WHAT I NEED TO MAKE PER CLIENT, 5 CLIENTS/DAY

$D \div 5$  CLIENTS A DAY

F

\$ 33

\$ 83

\$ 21

GOLDEN NUMBER