



SOCKS SALES WORKSHEET

Current or Last Year's Sales

Sales Per Store Per Day (units or dollars)

$$\frac{\text{Unit Sales}}{\text{(# of Business Days)}} \div \frac{1}{\text{(# of Stores)}} = \underline{\hspace{2cm}}$$

$$\frac{\text{(\$ Sales of Socks)}}{\text{(# of Business Days)}} \div \frac{1}{\text{(# of Stores)}} = \$ \underline{\hspace{2cm}}$$

Sales Per Store Per Day (units or dollars)

$$\frac{\text{Unit Sales}}{\text{(# of Stores)}} \div \frac{1}{\text{(Average # of Salespeople in Stores)}} = \underline{\hspace{2cm}}$$

$$\frac{\text{(\$ Sales of Socks)}}{\text{(# of Stores)}} \div \frac{1}{\text{(Average # of Salespeople in Stores)}} = \$ \underline{\hspace{2cm}}$$

Add-On Rate (units)

$$\frac{\text{Unit Sales}}{\text{(# of Shoes Sold)}} \div \frac{1}{\text{(# of Shoes Sold)}} = \underline{\hspace{2cm}} \times 100 = \underline{\hspace{2cm}} \%$$

Sales as a Percent of Shoe Sales (dollars)

$$\frac{\text{(\$ Sales of Socks)}}{\text{(\$ Sales of Shoes)}} \div \frac{1}{\text{(\$ Sales of Socks)}} = \underline{\hspace{2cm}} \times 100 = \underline{\hspace{2cm}} \%$$

Sales Per Square Foot "floor display" (dollars)

$$\frac{\text{Length (Inches)}}{\text{Width (Inches)}} \times \frac{1}{144} = \underline{\hspace{2cm}} \text{ Sq. Feet}$$

$$\frac{\text{(\$ Sales of Socks)}}{\text{(# of Stores)}} \div \frac{1}{\text{Sq. Feet}} = \$ \underline{\hspace{2cm}}$$

Sales Per Linear Foot "wall display" (dollars)

$$\frac{\text{Height (Inches)}}{\text{Width (Inches)}} \times \frac{1}{144} = \underline{\hspace{2cm}} \text{ Sq. Feet}$$

$$\frac{\text{(\$ Sales of Socks)}}{\text{(# of Stores)}} \div \frac{1}{\text{Sq. Feet}} = \$ \underline{\hspace{2cm}}$$

NEXT YEAR'S SOCK SALES GOALS

Sales Per Store Per Day Goal $\frac{\underline{\hspace{2cm}}}{\text{(Units)}}$ $\frac{\$ \underline{\hspace{2cm}}}{\text{(Dollars)}}$

Sales Per Salesperson Goal $\frac{\underline{\hspace{2cm}}}{\text{(Units)}}$ $\frac{\$ \underline{\hspace{2cm}}}{\text{(Dollars)}}$

Add-On Rate Goal $\underline{\hspace{2cm}} \%$

Sales as a Percent of Shoe Sales Goal $\underline{\hspace{2cm}} \%$

Sales Per Square Foot Goal $\frac{\$ \underline{\hspace{2cm}}}{\text{(Dollars)}}$

Sales Per Linear Foot Goal $\frac{\$ \underline{\hspace{2cm}}}{\text{(Dollars)}}$