

# LABOUR VS SALES

The Labour Vs Sales report provides a comparison of gross sales (services, products and sundry income) with labour costs (base salary & commission). For each employee, you can view a breakdown of their sales, as well as labour costs for the selected date range. The report includes the difference in value between each employee's sales and labour costs, and the percentage of sales compared to labour costs. This report will assist you in analysing employee performance, by allowing you to easily see whether their sales were higher or lower than their labour costs.

Tools > Reports > Employees > Labour Vs Sales

## SUNDRY %

The percentage of this employee's total sales that were generated from sundry sales.

## TOTAL SALES

This column shows each employee's gross sales for the selected period.

## BASE WAGE

The employee's base wage amount.

## SUNDRY

The amount of sundry revenue generated by this employee.

## SERVICES

The amount of service revenue generated by this employee.

## SERV. %

The percentage of this employee's total sales that were generated from service sales.

## RETAIL

The amount of retail revenue generated by this employee.

## RETAIL %

The percentage of this employee's total sales that were generated from retail sales.

## HOURLY RATE

The employee's hourly pay rate.

## HOURS WORKED

The number of hours worked during the selected date range.

## SALES VS LABOUR %

The percentage of sales compared to labour costs. Less than 100% indicates that sales were less than labour costs. Higher than 100% means that sales were more than labour costs.

## DIFFERENCE

The difference between total sales and total labour.

## TOTAL LABOUR

The total pay amount.

## COMMISSION

The commission amount.

Employee Labour Vs Sales Report														PEPPERMINT PARK	
<b>From:</b> Sunday, 12 March, 2017 <b>To:</b> Saturday, 18 March, 2017 <b>Time Period:</b> 7 Days ( 1.0 Week )														Peppermint Park	
<b>For Employee:</b> All Employee <b>Pay Period:</b> 7 Days															
Employee	Services	Serv. %	Retail	Retail %	Sundry	Sundry %	Total Sales	Base Wage	Hourly Rate	Hours Worked	Commission	Total Labour	Difference	Sales Vs Labour %	
Anna	1,276.36	60.36	783.84	37.07	54.54	2.58	2,114.74	0.00	22.00	48.50	0.00	1,067.00	1,047.74	198.2	
Chris	520.00	49.91	521.82	50.09	0.00	0.00	1,041.82	0.00	20.00	36.50	0.00	730.00	311.82	142.7	
James	103.63	10.84	780.00	81.56	72.73	7.60	956.36	0.00	21.00	25.50	0.00	535.50	420.86	178.6	
Katie	1,071.82	72.07	415.46	27.93	0.00	0.00	1,487.28	0.00	20.00	42.00	0.00	840.00	647.28	177.1	
	49.72		814.54	50.28	0.00	0.00	1,619.99	0.00	20.00	35.00	0.00	700.00	919.99	231.4	
	<b>3,777.26</b>	<b>52.32</b>	<b>3,315.66</b>	<b>45.92</b>	<b>127.27</b>	<b>1.76</b>	<b>7,220.19</b>	<b>0.00</b>		<b>187.50</b>	<b>0.00</b>	<b>3,872.50</b>	<b>3,347.69</b>	<b>186.4</b>	

Note:  
 Sales Vs Labour % is the percentage of Sales compared to labour costs.  
 = 100% sales met labour costs  
 < 100% sales were less than labour costs  
 > 100% sales were more than labour costs