



ELLE MARIE HAIR STUDIO
2021 Stylist Earning Potential Summary

	RISING STYLIST	Level 1 40%	Level 2 42%	Level 3 44%	Level 4 46%	Level 5 48%	Level 5A 48%	Level 6 50%	Level 6AA 50%
Average Ticket	\$69	\$92	\$105	\$118	\$130	\$143	\$142	\$165	\$156
Service Commission	-	\$3,299	\$4,418	\$5,704	\$7,165	\$8,917	\$10,192	\$11,570	\$14,030
Retail Commission	-	\$281	\$375	\$481	\$600	\$731	\$844	\$875	\$1,125
Tip Income	-	\$1,237	\$1,578	\$1,944	\$2,336	\$2,787	\$3,185	\$3,471	\$4,209
Monthly Earning	-	\$4,817	\$6,371	\$8,129	\$10,101	\$12,435	\$14,220	\$15,916	\$19,364
Annual Earning	-	\$57,809	\$76,457	\$97,550	\$121,209	\$149,221	\$170,643	\$190,992	\$232,368

Daily Goals

Average Ticket	\$69	\$92	\$105	\$118	\$130	\$143	\$142	\$165	\$156
Rebook %	50	50%	60%	70%	75%	80%	80%	85%	85%
Retail Unit PG	0.5	0.50	0.60	0.70	0.80	0.90	0.90	1.00	1.00
Average Daily Sales	\$295.54	\$394.05	\$502.63	\$619.33	\$744.15	\$887.60	\$1,014.45	\$1,105.59	\$1,340.66