

* Confidential * Daniels Personal Sales Quota Setting Worksheet												
Step #1-Select Store Name	101-HILL GARDENS		Total Allowed Hours for Month					665.55				
Step #2-Enter Total Store Quota	\$48,000		Monthly Allowance for Store Manager's Hours					174.00				
Step #3-Enter Allowed Weekly Hours (not including Store Manager)	153.00		Store Manager Hours Adjustment					0.00				
			Net Store Manager Hours Used					174.00				
Step #4 - Enter Str Mgr's Hrs Adjust (For MONTH)			Total	Charged	Vac/Other	Additional	Total	Total Hours PLUS	Total	Selling	Associate	
Store Manager Personal Sales Quota	\$9,600		Tot Sched	Unpaid	Selling	Paid Hours	Scheduled	Floor		Selling	Quota	Personal
Quota to Allocate to Store Associates	\$38,400	Hours	Hours	Leave	Hours	Adjusted	Hours	Hours	OT Prem	Payroll	Percent	Quota
		Per Week	Cal Mon	Cal Mon	Cal Mon	Cal Mon	Cal Mon	Cal Mon	Cal Mon	Cal Mon	Cal Mon	Cal Mon
Steps #5-#10-Enter SLSP #, Name, Rate, Hrs	Step #6	Step #7	Step #8		Step #9		Step #10					
#1111 Mary		32.50	141.38		141.38		40.00	181.38	185.06		30.88%	\$11,858
Hourly Rate=>	\$10.50									\$1,943		
#2222 Fred		40.00	174.00	-80.00	94.00			94.00	94.00		13.44%	\$5,163
Hourly Rate=>	\$9.00									\$846		
#3333 Jose		45.00	195.75		195.75	-90.00		105.75	105.75		18.49%	\$7,099
Hourly Rate=>	\$11.00									\$1,163		
#4444 Jerry		40.00	174.00		174.00		40.00	214.00	234.00		37.19%	\$14,280
Hourly Rate=>	\$10.00									\$2,340		
SLSP Number, SLSP Name and Hours			0.00		0.00			0.00	0.00		0.00%	\$0
Hourly Rate=>										\$0		
SLSP Number, SLSP Name and Hours			0.00		0.00			0.00	0.00		0.00%	\$0
Hourly Rate=>										\$0		
SLSP Number, SLSP Name and Hours			0.00		0.00			0.00	0.00		0.00%	\$0
Hourly Rate=>										\$0		
SLSP Number, SLSP Name and Hours			0.00		0.00			0.00	0.00		0.00%	\$0
Hourly Rate=>										\$0		
Total		157.50	685.13	-80.00	605.13	-90.00	80.00	595.13	618.81		0%	\$38,400
Difference (Negative is OVER scheduled)		-4.50			60.43			70.43	46.74		v2.1	4/3/2015