

CFG REPORTS TESTING REPORT:

A - WEEKLY SALES SUMMARY REPORT:

1. Move Area ## under the Store name – Acc Number
2. Make all the headers capital letters
3. Remove “Generated on: dd-mm-yyyy” and replace with Clarins Fragrance Group logo
4. Figures must not wrap over two lines
5. Remove Column P/P

B - AMBASSADOR WEEKLY SALES SUMMARY:

1. Remove “Ambassador Weekly Sales Summary” header
2. Make all the headers capital letters
3. Remove “Generated on: dd-mm-yyyy” and replace with Clarins Fragrance Group logo
4. Figures must not wrap over two lines
5. Remove Column P/P
6. Angel sales are not in line with the rest of the row, they look lower down on the row

C - AMBASSADOR ACCOUNT TARGETS:

1. Increase font size
2. Remove “Area: ##” header
3. Remove “Generated on: dd-mm-yyyy” and replace with Clarins Fragrance Group logo
4. Rename “AMBASSADOR ACCOUNT TARGETS” header to be “ACCOUNT TARGETS”
5. Make all target figures in bold and centred in each box.

D - AMBASSADOR WEEKLY TARGETS:

1. Remove “Area: ##” header
2. Page break by employee number not working. Ambassador targets are rolling into the following Ambassador targets.
3. Make report centred on the page and reduce font size of targets
4. Make bold
5. Rename “WEEKLY TARGET SUMMARY” header to be “AMBASSADOR WEEKLY TARGET SUMMARY”

A.

HARRODS LONDON - 4755

AREA: 63

Generated on: 23-Feb-2018

WEEKLY SALES SUMMARY

MTH	W/E	Angel	Les	Allen	Aura	Amen	Colour	Oth	Mugler total	Mugler target	%TGT	Want	Chrome	Azzaro target	%TGT	CFG total	CFG TGT	%TGT	Units	New	Exist	Av.Si	Av.Ut
Jan	07-Jan-17	2,425	12,230	2,179	0	210	434	7,597	25,075	16,506	151.9%	0	0	0	0.0%	25,075	16,506	151.9%	604	254	183	57.38	1.38
	14-Jan-17	1,401	5,670	1,198	0	144	31	19.872	28,316	16,506	171.5%	0	0	0	0.0%	28,316	16,506	171.5%	1,352	117	114	122.58	5.85
	21-Jan-17	676	2,345	1,146	0	194	31	0	4,392	16,506	26.6%	0	0	0	0.0%	4,392	16,506	26.6%	51	33	7	109.80	1.28
	28-Jan-17	1,027	7,340	1,369	0	146	0	0	9,882	16,506	59.9%	0	0	0	0.0%	9,882	16,506	59.9%	105	48	14	159.39	1.69
	04-Feb-17	1,598	22,730	1,252	0	306	0	0	25,886	16,506	156.8%	0	0	0	0.0%	25,886	16,506	156.8%	224	117	15	196.11	1.70
Total		7,127	50,315	7,144	0	1,000	496	27.469	93,551	82,530	113.4%	0	0	0	0.0%	93,551	82,530	113.4%	2,336	569	333	103.72	2.59
Feb	11-Feb-17	501	14,360	1,259	0	208	31	0	16,359	19,388	84.4%	0	0	0	0.0%	16,359	19,388	84.4%	142	93	9	160.38	1.39
	18-Feb-17	886	3,240	747	0	258	62	0	5,193	19,388	26.8%	0	0	0	0.0%	5,193	19,388	26.8%	58	37	8	115.40	1.29
	25-Feb-17	1,095	3,240	1,910	0	194	62	0	6,501	19,388	33.5%	0	0	0	0.0%	6,501	19,388	33.5%	81	48	12	108.35	1.35
	04-Mar-17	1,190	2,480	1,133	0	311	0	0	5,114	19,388	26.4%	0	0	0	0.0%	5,114	19,388	26.4%	66	40	11	100.27	1.29
Total		3,672	23,320	5,049	0	971	155	0	33,167	77,552	42.8%	0	0	0	0.0%	33,167	77,552	42.8%	347	218	40	128.55	1.34
Mar	11-Mar-17	954	4,590	1,061	0	268	0	0	6,873	10,524	65.3%	0	0	0	0.0%	6,873	10,524	65.3%	75	40	6	149.41	1.63
	18-Mar-17	960	4,725	1,179	0	64	62	0	6,990	10,524	66.4%	0	0	0	0.0%	6,990	10,524	66.4%	82	50	7	122.63	1.44
	25-Mar-17	2,282	9,180	1,530	0	220	93	0	13,305	10,524	126.4%	0	0	0	0.0%	13,305	10,524	126.4%	137	48	11	225.51	2.32
	01-Apr-17	2,654	26,240	2,363	0	656	62	0	31,975	10,524	303.8%	0	0	0	0.0%	31,975	10,524	303.8%	294	146	28	183.76	1.69
Total		6,850	44,735	6,133	0	1,208	217	0	59,143	42,096	140.5%	0	0	0	0.0%	59,143	42,096	140.5%	588	284	52	176.02	1.75
Apr	08-Apr-17	1,565	12,115	1,621	0	112	62	0	15,475	13,747	112.6%	0	0	0	0.0%	15,475	13,747	112.6%	152	77	16	166.40	1.63
	15-Apr-17	1,043	7,170	1,401	0	276	155	0	10,045	13,747	73.1%	0	0	0	0.0%	10,045	13,747	73.1%	111	60	11	141.48	1.56
	22-Apr-17	666	17,010	1,906	0	63	31	0	19,676	13,747	143.1%	0	0	0	0.0%	19,676	13,747	143.1%	167	48	13	322.56	2.74
	29-Apr-17	1,508	6,580	1,134	0	100	124	0	9,446	13,747	68.7%	0	0	0	0.0%	9,446	13,747	68.7%	97	46	17	149.94	1.54
	06-May-17	2,039	3,105	1,381	0	50	31	0	6,606	13,747	48.1%	0	0	0	0.0%	6,606	13,747	48.1%	90	43	16	111.97	1.53
Total		6,821	45,980	7,443	0	601	403	0	61,248	68,735	89.1%	0	0	0	0.0%	61,248	68,735	89.1%	617	274	73	176.51	1.78
May	13-May-17	1,534	4,775	2,002	0	360	155	0	8,826	8,687	101.6%	0	0	0	0.0%	8,826	8,687	101.6%	103	47	28	117.68	1.37
	20-May-17	1,603	7,290	2,327	0	486	31	0	11,737	8,687	135.1%	0	0	0	0.0%	11,737	8,687	135.1%	129	64	16	146.71	1.61
	27-May-17	1,208	3,105	807	0	322	62	0	5,504	8,687	63.4%	0	0	0	0.0%	5,504	8,687	63.4%	70	36	9	122.31	1.56
	03-Jun-17	671	483	1,147	0	162	71	0	2,534	8,687	29.2%	0	0	0	0.0%	2,534	8,687	29.2%	39	21	11	79.19	1.22
Total		5,016	15,653	6,283	0	1,330	319	0	28,601	34,748	82.3%	0	0	0	0.0%	28,601	34,748	82.3%	341	168	64	123.28	1.47

MARIA PATTISON - 25539

HARRODS LONDON - 4755

Generated on: 23-Feb-2018

AMBASSADOR WEEKLY SALES SUMMARY

MTH		W/E	Angel	Les	Allen	Aura	Amen	Color	Oth	Mugler total	Mugler target	%TGT	Want	Chrome	Azzaro target	%TGT	CFG total	CFG TGT	%TGT	Units	New	Exist	P/P	Av.SI	Av.Ut
Jan	07-Jan-17		749	3825	485	0	98	0	2259	7,416	4,126	179.7%	0	0	0	0.0%	7,416	4,126	179.7%	167	61	38		74.91	1.69
	14-Jan-17		272	1620	233	0	48	31	4964	7,168	4,126	173.7%	0	0	0	0.0%	7,168	4,126	173.7%	337	30	30		119.47	5.62
	21-Jan-17		154	810	104	0	0	0	0	1,068	4,126	25.9%	0	0	0	0.0%	1,068	4,126	25.9%	10	8	1		118.67	1.11
	28-Jan-17		367	1350	224	0	50	0	0	1,991	4,126	48.3%	0	0	0	0.0%	1,991	4,126	48.3%	28	12	6		110.61	1.56
	04-Feb-17		86	4050	467	0	64	0	0	4,667	4,126	113.1%	0	0	0	0.0%	4,667	4,126	113.1%	39	22	2		194.46	1.63
	Total:		1,628	1165	1,513	0	260	31	7223	22,310	20,630	108.1%	0	0	0	0.0%	22,310	20,630	108.1%	581	133	77		106.24	2.77
Feb	11-Feb-17		165	3915	56	0	48	0	0	4,184	4,847	86.3%	0	0	0	0.0%	4,184	4,847	86.3%	35	23	1		174.33	1.46
	18-Feb-17		266	945	357	0	0	31	0	1,599	4,847	33.0%	0	0	0	0.0%	1,599	4,847	33.0%	19	14	3		94.06	1.12
	25-Feb-17		438	945	462	0	48	31	0	1,924	4,847	39.7%	0	0	0	0.0%	1,924	4,847	39.7%	22	14	3		113.18	1.29
	04-Mar-17		164	405	253	0	0	0	0	822	4,847	17.0%	0	0	0	0.0%	822	4,847	17.0%	11	6	3		91.33	1.22
	Total:		1,033	6210	1,128	0	96	62	0	8,529	19,388	44.0%	0	0	0	0.0%	8,529	19,388	44.0%	87	57	10		127.30	1.30
Mar	11-Mar-17		343	1890	265	0	64	0	0	2,562	2,631	97.4%	0	0	0	0.0%	2,562	2,631	97.4%	27	13	0		197.08	2.08
	18-Mar-17		183	2970	139	0	0	0	0	3,292	2,631	125.1%	0	0	0	0.0%	3,292	2,631	125.1%	28	17	1		182.89	1.56
	25-Mar-17		676	1620	705	0	0	0	0	3,001	2,631	114.1%	0	0	0	0.0%	3,001	2,631	114.1%	33	20	4		125.04	1.38
	01-Apr-17		659	5400	363	0	92	31	0	6,545	2,631	248.8%	0	0	0	0.0%	6,545	2,631	248.8%	63	32	5		176.89	1.70
	Total:		1,861	1188	1,472	0	156	31	0	15,400	10,524	146.3%	0	0	0	0.0%	15,400	10,524	146.3%	151	82	10		167.39	1.64
Apr	08-Apr-17		372	4725	707	0	64	0	0	5,868	3,437	170.7%	0	0	0	0.0%	5,868	3,437	170.7%	46	30	2		183.38	1.44
	15-Apr-17		321	2395	243	0	128	93	0	3,180	3,437	92.5%	0	0	0	0.0%	3,180	3,437	92.5%	36	23	0		138.26	1.57
	22-Apr-17		152	945	124	0	0	0	0	1,221	3,437	35.5%	0	0	0	0.0%	1,221	3,437	35.5%	11	8	1		135.67	1.22
	29-Apr-17		425	2665	305	0	0	93	0	3,488	3,437	101.5%	0	0	0	0.0%	3,488	3,437	101.5%	34	22	2		145.33	1.42
	06-May-17		615	1890	315	0	0	0	0	2,820	3,437	82.0%	0	0	0	0.0%	2,820	3,437	82.0%	34	20	3		122.61	1.48
	Total:		1,885	1262	1,694	0	192	186	0	16,577	17,185	96.5%	0	0	0	0.0%	16,577	17,185	96.5%	161	103	8		149.34	1.45

(C)

JOHN LEWIS LONDON - 5620 (1)

Generated on: 23-Feb-2018 (3)

AREA: 63 - (2)

SALES TARGETS 2017

AMBASSADOR ACCOUNT TARGETS: - (4)

January	February	March	April	May	June	July	August	September	October	November	December	Total
5	4	4	5	4	4	5	4	4	5	4	4	
MUGLER												
9,340	10,052	9,532	13,395	8,136	12,116	17,000	16,899	11,000	0	0	0	107,470
AZZARO												
1,495	1,608	1,524	2,145	1,300	1,816	3,000	1,000	1,000	0	0	0	14,888
CFG TOTAL												
10,835	11,660	11,056	15,540	9,436	13,932	20,000	17,899	12,000	0	0	0	122,358

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CAROLINE O'SULLIVAN - 10065

JOHN LEWIS, LONDON - 5620

AREA: 63

WEEKLY TARGET SUMMARY

MTH	Week Ending	Mugler target	Azzaro target	CFG TGT
Jan	07-Jan-17	560	90	650
	14-Jan-17	560	90	650
	21-Jan-17	560	90	650
	28-Jan-17	560	90	650
	04-Feb-17	560	90	650
	Total :	2,800	450	3,250
Feb	11-Feb-17	566	91	657
	18-Feb-17	566	91	657
	25-Feb-17	566	91	657
	04-Mar-17	566	91	657
	Total :	2,264	364	2,628
Mar	11-Mar-17	715	114	829
	18-Mar-17	715	114	829
	25-Mar-17	715	114	829
	01-Apr-17	715	114	829
	Total :	2,860	456	3,316
Apr	08-Apr-17	804	129	933
	15-Apr-17	804	129	933
	22-Apr-17	804	129	933
	29-Apr-17	804	129	933
	06-May-17	804	129	933
	Total :	4,020	645	4,665
May	13-May-17	610	98	708
	20-May-17	610	98	708
	27-May-17	610	98	708
	03-Jun-17	610	98	708
	Total :	2,440	392	2,832
Jun	10-Jun-17	682	102	784
	17-Jun-17	682	102	784
	24-Jun-17	682	102	784
	01-Jul-17	682	102	784
	Total :	2,728	408	3,136

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KERRY-ANN HARRISON - 8821

JOHN LEWIS, LONDON - 5620

AREA: 63 - ①

WEEKLY TARGET SUMMARY

MTH	Week Ending	Mugler target	Azzaro target	CFG TGT
Jul	08-Jul-17	1,020	180	1,200
	15-Jul-17	1,020	180	1,200
	22-Jul-17	1,020	180	1,200
	29-Jul-17	1,020	180	1,200
	05-Aug-17	1,020	180	1,200
	Total :	5,100	900	6,000
Aug	12-Aug-17	1,267	75	1,342
	19-Aug-17	1,267	75	1,342
	26-Aug-17	1,267	75	1,342
	02-Sep-17	1,267	75	1,342
	Total :	5,068	300	5,368
Sep	09-Sep-17	619	56	675
	16-Sep-17	619	56	675
	23-Sep-17	619	56	675
	30-Sep-17	619	56	675
	Total :	2,476	224	2,700
Jan	07-Jan-17	411	66	477
	14-Jan-17	411	66	477
	21-Jan-17	411	66	477
	28-Jan-17	411	66	477
	04-Feb-17	411	66	477
	Total :	2,055	330	2,385
Feb	11-Feb-17	553	88	641
	18-Feb-17	553	88	641
	25-Feb-17	553	88	641
	04-Mar-17	553	88	641
	Total :	2,212	352	2,564
Mar	11-Mar-17	524	84	608
	18-Mar-17	524	84	608
	25-Mar-17	524	84	608
	01-Apr-17	524	84	608
	Total :	2,096	336	2,432

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KERRY-ANN HARRISON - 8821

JOHN LEWIS, LONDON - 5620

AREA: 63

WEEKLY TARGET SUMMARY

MTH	Week Ending	Mugler target	Azzaro target	CFG TGT
Apr	08-Apr-17	353	56	409
	15-Apr-17	353	56	409
	22-Apr-17	353	56	409
	29-Apr-17	353	56	409
	06-May-17	353	56	409
	Total :	1,765	280	2,045
May	13-May-17	447	72	519
	20-May-17	447	72	519
	27-May-17	447	72	519
	03-Jun-17	447	72	519
	Total :	1,788	288	2,076
Jun	10-Jun-17	666	100	766
	17-Jun-17	666	100	766
	24-Jun-17	666	100	766
	01-Jul-17	666	100	766
	Total :	2,664	400	3,064
Jul	08-Jul-17	748	132	880
	15-Jul-17	748	132	880
	22-Jul-17	748	132	880
	29-Jul-17	748	132	880
	05-Aug-17	748	132	880
	Total :	3,740	660	4,400
Aug	12-Aug-17	581	28	609
	19-Aug-17	581	28	609
	26-Aug-17	581	28	609
	02-Sep-17	581	28	609
	Total :	2,324	112	2,436
Sep	09-Sep-17	605	55	660
	16-Sep-17	605	55	660
	23-Sep-17	605	55	660
	30-Sep-17	605	55	660
	Total :	2,420	220	2,640
Grand Total:		50,820	7,117	57,937