

# Residential Service Monthly Performance Board

Date: \_\_\_\_\_ Working Day: \_\_\_\_\_ Days Left: \_\_\_\_\_

Break Even : \_\_\_\_\_ Break Even Date: \_\_\_\_\_

Revenue Goal: \_\_\_\_\_ MTD Actual \_\_\_\_\_ MTD Goal: \_\_\_\_\_

Revenue Run Rate: \_\_\_\_\_

## K.P.I.'s

### Daily

### Month to Date

Benchmark Actual

Benchmark Actual

Revenue per Hour \_\_\_\_\_

Revenue: \_\_\_\_\_

Lead Conversions: \_\_\_\_\_

Agreement Sales: \_\_\_\_\_

Additional Work: \_\_\_\_\_

# Residential Sales and Production Performance Board

Date: \_\_\_\_\_ Working Day: \_\_\_\_\_ Days Left: \_\_\_\_\_

Break Even : \_\_\_\_\_ Break Even Date: \_\_\_\_\_

## Sales

Revenue Goal: \_\_\_\_\_ MTD Actual \_\_\_\_\_ MTD Goal: \_\_\_\_\_

## Install (Production

Revenue Goal: \_\_\_\_\_ MTD Actual \_\_\_\_\_ MTD Goal: \_\_\_\_\_

Revenue Run Rate: \_\_\_\_\_

## Sales K.P.I.'s

### Daily

### Month to Date

Benchmark Actual

Benchmark Actual

Presentations: \_\_\_\_\_

Average Sale: \_\_\_\_\_

Closing %: \_\_\_\_\_

Total Sales: \_\_\_\_\_

**Production KPI's** Benchmark Actual Benchmark Actual

Installed revenue: \_\_\_\_\_

# Cash Performance Board

Cash flow	Cash Spread
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____
(Cash _____ + Receivables _____) – Payables _____	= _____

Date: \_\_\_\_\_ Working days: \_\_\_\_\_ Days Left: \_\_\_\_\_

Company Break Even : \_\_\_\_\_

MTD Revenue Actual: \_\_\_\_\_ MTD Revenue Goal: \_\_\_\_\_

Revenue Run Rate: \_\_\_\_\_