

|                                               |                                        |                                       |                                                        |                                    |
|-----------------------------------------------|----------------------------------------|---------------------------------------|--------------------------------------------------------|------------------------------------|
| <b>B</b>                                      | <b>I</b>                               | <b>N</b>                              | <b>G</b>                                               | <b>O</b>                           |
| STAYED<br>LATE TO<br>REDUCE<br>WAIT<br>TIMES  | 13-17<br>MINS H/C<br>TIME FOR<br>WEEK  | 10%<br>PRODUCT<br>SALES<br>FOR DAY    | BEDHEAD<br>PRODUCT                                     | HIT<br>PRODUCTIVITY                |
| GC<br>CONDOTIONER                             | 5%<br>PRODUCT<br>SALES<br>FOR WEEK     | SEXY<br>HAIR<br>STYLING<br>PRODUCT    | GC ROOT<br>BOOSTER                                     | 15%<br>PRODUCT<br>SALES<br>FOR DAY |
| GC<br>STYLING<br>PRODUCT                      | PAUL<br>MITCHELL<br>STYLING<br>PRODUCT | <b>FREE</b>                           | TEA TREE<br>CONDITIONER                                | 2<br>GOOGLE<br>REVIEWS<br>IN A DAY |
| GC MEN<br>SOLUTIONS<br>STYLING<br>PRODUCT     | CREW<br>STYLING<br>GEL                 | POSTED<br>HAIRCUT<br>PICT ON<br>SLACK | DROPPED<br>HAIRCUT<br>TIME 1 MIN.<br>OVER LAST<br>WEEK | PAUL<br>MITCHELL<br>PRODUCT        |
| GAVE TEAM<br>MEMBER<br>COMPLIMENT<br>ON SLACK | GC<br>SHAMPOO                          | CREW<br>SHAMPOO                       | CREW<br>POMADE                                         | GC MEN<br>SOLUTIONS<br>SHAMPOO     |

|                                                        |                                |                                    |                                       |                                           |
|--------------------------------------------------------|--------------------------------|------------------------------------|---------------------------------------|-------------------------------------------|
| <b>B</b>                                               | <b>I</b>                       | <b>N</b>                           | <b>G</b>                              | <b>O</b>                                  |
| DROPPED<br>HAIRCUT<br>TIME 1 MIN.<br>OVER LAST<br>WEEK | COVERED<br>A SHIFT             | 2<br>GOOGLE<br>REVIEWS<br>IN A DAY | 2.2 CUTS<br>PER<br>HOUR               | GC MEN<br>SOLUTIONS<br>STYLING<br>PRODUCT |
| GC KIDS<br>PRODUCT                                     | GC<br>CONDOTIONER              | 15%<br>PRODUCT<br>SALES<br>FOR DAY | POSTED<br>HAIRCUT<br>PICT ON<br>SLACK | HIT<br>PRODUCTIVITY                       |
| CREW<br>SPRAY<br>GEL                                   | CREW<br>STYLING<br>GEL         | <b>FREE</b>                        | SEXY<br>HAIR<br>STYLING<br>PRODUCT    | TEA TREE<br>CONDITIONER                   |
| 13-17<br>MINS H/C<br>TIME FOR<br>WEEK                  | GC MEN<br>SOLUTIONS<br>SHAMPOO | 5%<br>PRODUCT<br>SALES<br>FOR WEEK | GC<br>SHAMPOO                         | TEA TREE<br>SHAMPOO                       |
| LATITUDE                                               | GC<br>STYLING<br>PRODUCT       | GC ROOT<br>BOOSTER                 | PAUL<br>MITCHELL<br>PRODUCT           | 5 GOOGLE<br>REVIEWS<br>FOR THE<br>WEEK    |

|                               |                                            |                                  |                           |                                  |
|-------------------------------|--------------------------------------------|----------------------------------|---------------------------|----------------------------------|
| <b>B</b>                      | <b>I</b>                                   | <b>N</b>                         | <b>G</b>                  | <b>O</b>                         |
| GC SHAMPOO                    | GC KIDS PRODUCT                            | 5% PRODUCT SALES FOR WEEK        | GC STYLING PRODUCT        | GC MEN SOLUTIONS SHAMPOO         |
| 13-17 MINS H/C TIME FOR WEEK  | CREW SPRAY GEL                             | 10% PRODUCT SALES FOR DAY        | GC CONDOTIONER            | STAYED LATE TO REDUCE WAIT TIMES |
| 2.2 CUTS PER HOUR             | UNDER 3.0 IN-BETWEEN CUSTOMERS FOR WEEK    | <b>FREE</b>                      | TEA TREE SHAMPOO          | ANY BEDHEAD STYLING PRODUCT      |
| 15% PRODUCT SALES FOR DAY     | HIT PRODUCTIVITY                           | GC MEN SOLUTIONS STYLING PRODUCT | ANY PRODUCT               | TEA TREE CONDITIONER             |
| 5 GOOGLE REVIEWS FOR THE WEEK | DROPPED HAIRCUT TIME 1 MIN. OVER LAST WEEK | BEDHEAD PRODUCT                  | 2 GOOGLE REVIEWS IN A DAY | CREW POMADE                      |