

80/20 SALES TRACKER

Workbook

Identify your top-performing products and services so that you can focus on what really works.



How To Use This Workbook

You don't need complicated software to find out what's really selling in your pharmacy. Use this simple workbook to track your sales and spot the 20% of products and services that drive 80% of your revenue.

Tools You'll Need:

- Your last 3 months' sales reports
 - A pen or this digital worksheet 20 minutes of focus
- 20 minutes of foc

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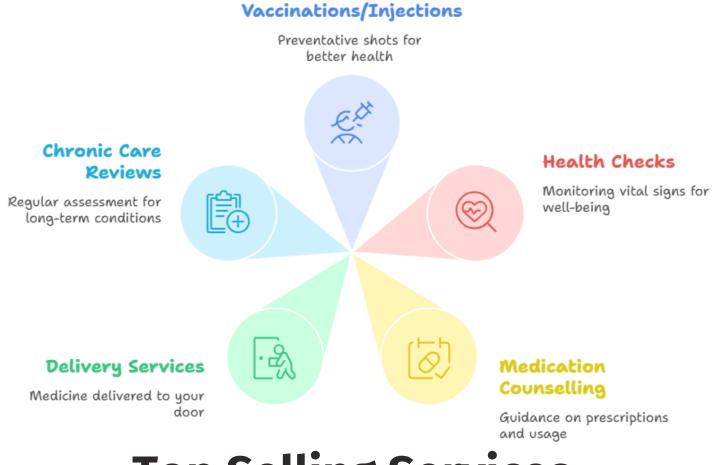


Top Selling Products

Rank	Product Name	Units Sold (Last 3 Months)	Total Sales Value	Repeat Purchases (Yes/No)
1				
2				
3				

Tip: Look for products with high repeat purchases - these are gold!

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Top Selling Services

Rank	Service Name	No. Of Customers (Last 3 Months)	Total Revenue	Popular Times
1				
2				
3				

Tip:

Notice which services people ask for most. Can you promote them more?

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Your 20% Focus List

Priority	Product/Service Name	Action Plan (Promote, Upskill Staff, Bundle, Discount)
1		
2		
3		

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QUICK WIN IDEAS Checklist

Make your way through each section, and tick the checkbox for each statement once the task has been completed.

Add a simple 'Best Seller' sign or eye-catching label next to your top products.
Run a weekend offer on your best-selling service
Train your staff on how to upsell these top 3 products

Post about your best sellers on social media

Bundle your products with a related add-on

Remember, it's not about doing everything. It's more about doing what works.

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