

General Tips



- Click to **select** your interest
 ⚠ Filters apply across all sheets

Products - Family	YTD	\$ ± YTD	% :
Totals	\$ 7,270.1	\$ 1,042.4	:
Skin Care	\$ 6,721.9	\$ 919.2	
Make-Up	\$ 548.2	\$ 123.2	

- Adjust column width**

\$ ± Y...	\$ ± YTD	% :
\$ 2,...	\$ 2,677.7	
\$ 2,2...	\$ 2,222.5	
\$ 45...	\$ 455.2	

- Select your sheet**



- Select your period**

WTD MTD STD **YTD** Year-Week Calendar Region

Products - Family	YTD	\$ ± YTD	% ± YTD	%
Totals	\$ 47,233.7	\$ 2,...	6%	100%
Skin Care	\$ 43,857.9	\$ 2,2...	5%	92.9
Make-Up	\$ 3,375.8	\$ 45...	16%	7.1

Family, Category

454 (Feb-Jan) ✓
445 (Jan-Dec)

- Scroll up, down or sideways to reveal more data**

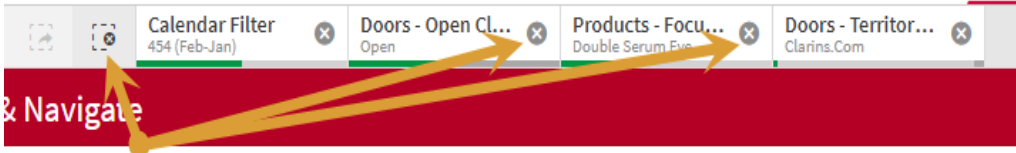
Territory N...	Q	YTD	\$ ± YTD	% ± Y...	Plan YTD	% Pla...	% TTL	LY YTD	2019 YTD	% ± 2...	\$ ± 20...
Totals		\$ 47,233.7	\$ 2,677.7	6%	\$ 45,877.8	103%	100.0%	\$ 44,556.0	\$ 43,161.1	9%	\$ 4,072...
Retailer.Com		\$ 12,582.3	-\$ 176.2	-1%	\$ 13,409.4	94%	26.6%	\$ 12,758.6	\$ 7,518.3	67%	\$ 5,064...
Clarins.Com		\$ 8,155.3	-\$ 1,269.9	-13%	\$ 7,814.7	104%	17.3%	\$ 9,425.2	\$ 5,407.5	51%	2,747...
Matthew Hite		\$ 1,416.3	\$ 384.9	37%	\$ 1,293.4	110%	3.0%	\$ 1,031.4	\$ 1,439.9	-2%	-\$ 23...
Adeline Rouzeau		\$ 1,376.3	\$ 243.7	22%	\$ 1,209.7	114%	2.9%	\$ 1,132.6	\$ 1,529.4	-10%	-\$ 153...
Coleen Sinisi		\$ 1,337.3	\$ 280.2	27%	\$ 1,256.0	106%	2.8%	\$ 1,057.1	\$ 2,251.1	-41%	-\$ 913...
Lisa Alletto		\$ 1,243.9	\$ 109.3	10%	\$ 1,153.5	108%	2.6%	\$ 1,134.6	\$ 1,571.6	-21%	-\$ 327...
Jean Fayard		\$ 1,226.3	\$ 24.8	2%	\$ 1,169.3	105%	2.6%	\$ 1,201.4	\$ 1,397.8	-12%	-\$ 171...
Tamara Jakovljevic		\$ 1,207.2	\$ 30.5	3%	\$ 1,146.1	105%	2.6%	\$ 1,176.7	\$ 1,475.8	-18%	-\$ 268...
Claribel Perez-Levy		\$ 1,190.4	\$ 82.4	7%	\$ 1,112.4	107%	2.5%	\$ 1,108.1	\$ 1,596.1	-25%	-\$ 405...
Carrie Lois		\$ 1,184.6	\$ 38.7	3%	\$ 1,099.5	108%	2.5%	\$ 1,145.9	\$ 1,504.8	-21%	-\$ 320...
Shiva Javadi		\$ 1,032.2	\$ 112.3	12%	\$ 957.1	108%	2.2%	\$ 920.0	\$ 1,413.3	-27%	-\$ 381...

General Tips

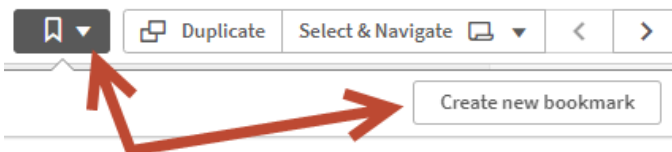


- View or clear all your filters

1. Retail Sales



- Bookmark your favorite view



- Click & drag to re-order columns

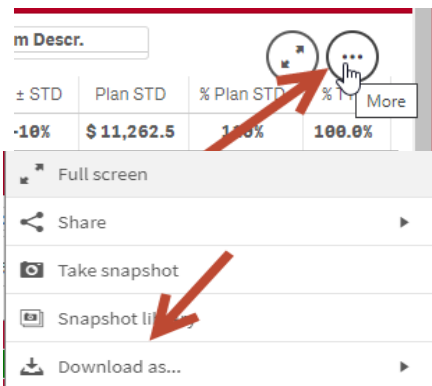
YTD	\$ ± YTD	% ± YTD	Plan YTD
\$ 47,233.7	\$ 2,677.7	6%	\$ 47,377.8
\$ 14,229.4	\$ 1,107.2	8%	\$ 14,262.3
\$ 9,920.0	\$ 1,870.7	23%	\$ 8,821.9

YTD	Plan YTD	\$ ± YTD	% ± YTD
\$ 47,233.7	\$ 47,377.8	\$ 2,677.7	6%
\$ 14,229.4	\$ 14,262.3	\$ 1,107.2	8%
\$ 9,920.0	\$ 8,821.9	\$ 1,870.7	23%

- Click Tab names to reveal alternate views

Region	Territory	Channel	Clarins USA	
Doors - Ec...	YTD	\$ ± YTD	% ± Y...	Plan YTD
Totals	\$ 47,233.7	\$ 2,677.7	6%	\$ 45,877.8
B&M	\$ 26,498.0	\$ 4,125.8	18%	\$ 24,653.8
Ecommerce	\$ 20,735.7	-\$ 1,448.0	-7%	\$ 21,224.0

- Export data to Excel, PDF



Tables within tabs require right-click & select "Table" to download

