

3-Number Salon Dashboard

The only three weekly numbers that predict whether your salon is healthy.
Track these. Don't track anything else first.

NUMBER 01

Rebook rate

- % of finished clients walking out with a future booking.
- Healthy: 55-70% · Trouble: < 40%

NUMBER 02

Average ticket

- Total weekly revenue (services + retail) ÷ total visits.
- Healthy: rising YoY · Trouble: flat or down 3+ months

NUMBER 03

Capacity utilization

- Booked chair-hours ÷ available chair-hours.
- Healthy: 65-80% · Trouble: < 55% or > 90%

Pull these every Sunday night. Three weeks declining = act. One bad week = noise.