

Top N Customers by All Sales Report Guide

The Top N Customers by All Sales Report provides you with a list of your top customers - those who have spent the most money with you - for a specified date range. This report combines both retail and service purchases into a combined total dollar spent figure.

When to create the report

We recommend reviewing this report monthly, quarterly, or as needed according to your plan. It is typically used to thank your top customers in some way or invite them to an event.

How to create the report

1. From the SalonBiz/SpaBiz menu bar, click on the Reports icon.
2. Double click on Top N Customers by All Sales from the report side navigation. You will find it under the Customer category.
3. Enter the date range for the report.
4. Enter the number of customers you wish to see. (example 250)
5. Enter yes or no to create mailing labels.

What it tells you

The report displays 3 key areas:

- Rank - the ranking of each customer by sales quantity
- Customer details - address information, specifically for mailings
- Net Sales - the total revenue spent during the specified time

How it's used

This report is used to identify your top customers by total sales. It is commonly used as a way to note your VIP customers with a pop up message, identify them as part of a particular rewards program, or thank them in some way. The information can be exported to mailing labels for direct mail marketing.



Top 250 Customers by Sales from 1/1/2007 to 12/31/2007

Rank	Customer	Address	City	St	Zip	Net Sales
1	Katie		Covington	La	70433	\$10,403.25
2	Alicia		Bush	La	70431	\$5,573.20
3	Stacie		Covington	La	70435	\$4,802.15
4	Julie		Mandeville	La	70471	\$3,571.00
5	Nina		Mandeville	La	70470	\$3,219.00
6	Candy		Mandeville	La	70471	\$3,048.00
7	Joyce		Covington	LA	70433	\$2,936.00
8	Helene		Mandeville	La	70471	\$2,931.00
9	Pat		Covington	LA	70435	\$2,909.25
10	Dolly		Mandeville	LA	70448	\$2,791.50
11	Ellie		Mandeville	LA	70448	\$2,756.00
12	Ann		Mandeville	LA	70471	\$2,723.50
13	Vanessa		Mandeville	La	70471	\$2,633.50
14	Erica		Mandeville	LA	70448	\$2,597.00
15	Roslyn		Mandeville	LA	70448	\$2,526.50
16	Melissa		Mandeville	LA	70471	\$2,506.00
17	Jamie		Mandeville	0	70471	\$2,446.75
18	Nancy		Covington	LA	70433	\$2,442.00
19	Pam		Mandeville	La	70471	\$2,426.00
20	Sherry		Covington	LA	70433	\$2,396.50
21	Louanne		Mandeville	LA	70470	\$2,340.00
22	Kara		Covington	La	70433	\$2,327.00
23	Sherri		Mandeville	La	70471	\$2,321.00
24	Connie		Mandeville	LA	70471	\$2,294.25
25	Patti		MADISONVILLE	LA	70447	\$2,292.20
26	Paris		Mandeville	LA	70471	\$2,281.92
27	Doug		Mandeville	LA	70470	\$2,261.10
28	Barbara		Mandeville	La	70471	\$2,252.20
29	Mary		MANDEVILLE	LA	70471	\$2,244.50
30	Carol		Abita Springs	La	70420	\$2,199.20
31	Donna		Mandeville	La	70471	\$2,185.00
32	D		Mandeville	La	70448	\$2,180.00
33	Naomi		New Orleans	LA	70124	\$2,151.00
34	Lisa		Covington	LA	70433	\$2,133.00
35	Teeley		Mandeville	LA	70471	\$2,112.50
36	Shelley		Madisonville	LA	70447	\$2,095.00
37	Normie		Folsom	LA	70437	\$2,059.50
38	Jodi		Madisonville	LA	70447	\$2,042.65
39	Kathy		Mandeville	LA	70471	\$2,040.40
40	Karen		COVINGTON	LA	70433	\$2,035.25
41	Alison		Folsom	LA	70437	\$1,981.00
42	Sonja		Mandeville	LA	70471	\$1,972.00
43	Natashia		Madisonville	La	70447	\$1,955.00
44	Stephanie		Mandeville	La	70471	\$1,948.00
45	Angela		Madisonville	LA	70447	\$1,939.00