

Module 8.7 Worksheets

These worksheets are designed to help you apply the concepts from Lesson 8.7 and make intentional decisions about frequency, add-ons, and income tracking. You do not need perfect numbers—use realistic estimates based on your current work.

Worksheet 1: Grooming Frequency Calculator

Purpose: Understand how grooming frequency impacts workload, coat condition, and annual income.

Step 1: Your Work Schedule

Dogs groomed per day:

Days worked per week:

Weeks worked per year:

Total appointments per year: Dogs/day × days/week × weeks/year =

Step 2: Client Frequency Scenarios - *This shows you Client Value per Year*

Grooming Frequency	Visits per Client per Year	Estimated Number of Clients Needed
Every 4 weeks		
Every 6 weeks		
Every 8 weeks		

Step 3: Time Impact Reflection (answer honestly)

- Which frequency group produces the easiest grooms for you?
 - Which frequency group takes the longest per appointment?
 - Which schedule feels the most sustainable long-term?
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Step 4: Income Awareness - Enter estimated average groom price to see the impact of frequency:

Average Groom Price

**Number only, no \$ sign*

- 4-week schedule: × 13 =

- 6-week schedule: × 9 =

- 8-week schedule: × 6 =

Insight: Higher frequency often increases income while reducing effort.

Worksheet 2: Add-On Matrix

Purpose: Identify add-ons that support your workflow instead of disrupting it.

Step 1: List Your Current or Potential Add-Ons

Add-On Service	Added Time (minutes)	Price Increase	Notes
1			
2			
3			
4			

Step 2: Add-On Matrix Placement

Place each add-on into the quadrant that best fits: (check one for each add-on)

	Add-On 1	Add-On 2	Add-On 3	Add-On 4
Low Time / High Value (Ideal)				
Low Time / Low Value (Optional)				
High Time / High Value (Use Intentionally)				
High Time / Low Value (Avoid or Reprice)				

Step 3: Decision Reflection

- Which add-ons support your workflow best?
- Which add-ons create stress or slow your day?
- One add-on I will focus on offering intentionally:

Worksheet 3: KPI Snapshot Tracker

Purpose: Track simple metrics that show where small changes can increase income.

Step 1: Two-Week Snapshot

- Total dogs groomed:
 - Total work days:
- Average dogs per day:**

Step 2: Average Ticket

- Total sales for period: **Number only, no \$ signs*
- Total dogs groomed:

Average ticket: Total sales ÷ total dogs =

Step 3: Add-On Percentage

- Number of dogs with add-ons:
- Total dogs groomed:

(Add-on dogs ÷ total dogs) × 100 =

Step 4: Retention / Rebooking Awareness

of Appointments per mo. #Rebooked (at checkout)

- Approximate percentage of clients who rebook at checkout:
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Step 5: Bottleneck Check

Check any that apply: -

- Drying takes longer than expected
- Prep work slows the groom
- Tool limitations
- Re-doing lines or finishing
- Excessive dematting

Primary bottleneck to address first:

Step 6: One Intentional Adjustment

Based on this worksheet, one small change I will focus on this month:

Reminder: Income growth comes from small, repeatable improvements—not doing more dogs.

These worksheets are tools for awareness, not judgment. Use them regularly to guide decisions that support quality, consistency, and sustainability.