



YACHT CLUB SALON

# Inventory Briefing

Monday, 2026-03-09 | Prepared for Taylor Hess

Now I have all the data I need. Here's Taylor's weekly briefing:

## FOR: TAYLOR HESS | WEEK OF MARCH 9, 2026

### YESTERDAY'S UPDATES

- **Mar 6:** Taylor confirmed she's getting Shades 08N and Yellow Kicker — both reported out by Erin. Should be restocked.
- **Feb 13:** Taylor confirmed ordering Redken Hair Bandage Balm, medium gloves, and 06NB SEQ Gloss — **Hair Bandage Balm still showing 0 stock in inventory. Verify delivery.**

### MBO SCORECARD — Q1 2026

Quarterly Bonus Potential: \$750 (\$250 per MBO)

#### MBO 1: Service Revenue — \$250 Bonus

Must hit monthly target ALL 3 months of the quarter.

Month	Target	Actual	Variance	Status
January	\$97,261	\$97,261.46	+\$0.46	■ HIT (by 46 cents!)
February	\$80,789	\$80,788.49	-\$0.51	■■ VERIFY — missed by 51 cents
March	\$95,000	—	—	■ IN PROGRESS

**Quarter Status: AT RISK** — January squeaked by. February shows a **\$0.51 miss** per the Phorest dashboard. However, the Executive Snapshot reports Feb service at **\$81,432** which would clear the target. **Taylor: you need to verify with Philip/Phorest which number is official.** If the dashboard number stands, MBO 1 is missed for the quarter regardless of March performance. If the executive report number stands, you're 2-for-2 and need \$95K in March.

#### MBO 2: Inventory Cost Control — \$250 Bonus

Combined product cost (retail + backbar) must stay  $\leq 10\%$  of service revenue for the quarter.

- Q1 Service Revenue (Jan + Feb): ~\$178,050
- 10% Cap on that amount: \$17,805

- Q1 Product Purchases: **Awaiting consolidated Salon Centric invoice totals for Jan-Mar 2026**
- Recent data point: Late Feb had 3 SC orders totaling \$2,146
- **Action needed:** Taylor, pull your Q1 Salon Centric order total to check where you stand. With 17 invoices in the 2026 folder, this needs a sum-up.

### MBO 3: Client Rebooking Rate — \$250 Bonus

Salon-wide rebooking ≥ 75% averaged across the quarter.

Month	Rebooking Rate	Status
January	Awaiting separate export	■
February	77.3% (from dashboard)	■ Above 75%
March	In progress	■

**Quarter Status: ON TRACK** — Feb dashboard shows 77.3% salon-wide rebooking. Keep pushing. Weakest rebookers: Breanna Harte (58%), Deana Faust (64%), Drake Rosberg (71%), Alexis White (62%).

## ORDER TODAY

These products are at **ZERO** stock with active sales velocity. Revenue is being lost every day they're out.

Product	Brand	Stock	Depletion/Day	Feb Sales	Feb Revenue	Priority
ABC Hair Bandage Balm	Redken	0	0.37	7	\$312.80	***#1**
Color Fanatic 21 Spray	Pureology	0	0.43	6	\$95.40	***#2**
Quick Blowout	Redken	0	0.17	5	\$133.40	***#3**
ABC Conditioner	Redken	0	0.20	4	\$122.50	
ABC Shampoo Sm	Redken	0	0.23	5	\$52.50	
ABC 24/7 Serum	Redken	0	0.20	3	\$89.70	
One United Treatment Sm	Redken	0	0.20	4	\$83.49	
Strength Cure Shampoo	Pureology	0	0.10	2	\$131.00	
Soft Finish Hairspray	Pureology	0	0.10	3	\$99.00	
Hydrate Sheer Shampoo	Pureology	0	0.13	3	\$76.51	
Hydrate Sheer Conditioner	Pureology	0	0.13	3	\$95.63	
Awaken Therapeutic Shampoo	Surface	0	0.10	3	\$126.00	
Awaken Therapeutic Conditioner	Surface	0	0.10	3	\$99.75	
Full Volume Mousse: Full Frame	Redken	0	0.10	3	\$87.00	
Blowout Memory Foam	Surface	0	0.07	1	\$30.25	
ABC Leave-in Treatment	Redken	0	0.10	2	\$70.00	
Extreme Anti Snap	Redken	0	0.10	2	\$49.50	
Sculpting Curl Gel	Redken	0	0.07	3	\$94.25	

**Alcohol — REORDER:**

Product	Stock	Feb Sales	Revenue
MIMOSA- WEEKDAY	0 (shows -151)	22	\$130.27
MIMOSA- WEEKEND	0 (shows -4)	4	\$32.00
4 NOSES RASPBERRY BLONDE	0 (shows -10)	3	\$18.00
TIAMO PROSECCO SPLIT	0	2	\$18.00

**Bloom & Bubbly Mimosas** were announced Feb 27 — are they replacing the standard mimosas? If not, standard mimosa stock needs ordering ASAP. Weekday mimosas are the #1 alcohol seller by units.

**Running Low (order this week):**

Product	Brand	Stock	Days Left	Action
Cherry Glider	Alcohol	2	9 days	Order now
Acidic Growth Full Serum	Redken	1	10 days	Order now
Frizz Dismiss Shampoo Sm	Redken	1	15 days	Order this week
RescueRXx Mini	CND	1	15 days	Monitor
Spray Wax	Redken	3	23 days	Monitor

## WHAT'S MOVING (FEBRUARY — NON-KERASTASE)

**Brand Performance:**

Brand	Feb Revenue	Units	Trend vs Jan
Redken	\$3,160	106	**+60.1%**
Pureology	\$1,932	50	Stable
Surface	\$767	20	Down (holiday sets winding down)
Jane Iredale	\$710	23	Stable
Alcohol	\$442	66	Mimosa demand up

**Top Movers (Non-Kerastase, Feb):**

Product	Brand	Units	Revenue	Trend
Personalized Product Charge	Active PPC	175	\$1,799	Down 22% (fewer colour services)
ABC Hair Bandage Balm	Redken	7	\$313	NEW hot seller
Hydrate Holiday Giftset	Pureology	5	\$318	Still moving at 10% off
Quick Blowout	Redken	5	\$133	+130% vs Jan
Spray Wax	Redken	5	\$104	+305% vs Jan
Deep Clean Dry Shampoo	Redken	7	\$98	+250% vs Jan
Sculpting Curl Gel	Redken	3	\$94	+160%

**Trending UP:** Redken ABC line is surging across the board. Quick Blowout, Spray Wax, and Deep Clean Dry Shampoo are accelerating hard. Mimosa Weekday up 151%.

**Trending DOWN:** PPC charge down 22% (seasonal/fewer colour appointments). Surface Awaken Scalp Elixir down 50%. Holiday gift sets naturally declining.

## WHAT'S SITTING — PROMO IDEAS

**Jane Iredale: \$8,681 in inventory (28.5% of ALL inventory value) at 21% sell-through.** This is the #1 capital drag.

	Stock	Last Sold	Suggested Action
erall)	536 units, \$8,681 cost	Slow	**Bundle:** "Buy any JI product, get 20% off a second." Staff spiff: \$5 per JI item
Cleaner	4 (max 2)	Slow	Overstocked by 2 units. Push as add-on to any JI purchase.
oose Mineral Powder Natural	2 (max 1)	Slow	Overstocked. Demo at chair — sampling drives makeup sales.
s (all brands)	Remaining	Winding down	Keep at 10% off per Taylor's Feb 27 promo. Consider 20% off to clear by end of
Protective Oil	1	32% margin	Low margin + slow. Convert remaining to back bar use.
Dry Shampoo Foam	1	19% margin	Low margin. Pair with Blowout Primer as "blowout duo" at 15% off bundle.

### Dead Stock Candidates (>5 units, very slow):

- Alcohol GLIDER CIDER: 26 units, only 1 sold in Feb
- Alcohol GLIDER CIDER DRY: 21 units, 0 sold in Feb
- Alcohol GRASSHOP-AH: 33 units, 1 sold in Feb
- Alcohol JAUME SERRA CRISTALINO: 100 units (complimentary — expected)
- Blowout High Gloss Rinse (Surface): 5 units, 0 sold in Feb

**Cider & Grasshopper are sitting.** Consider a happy hour special or featured drink rotation to move these.

## COLOUR / PPC SNAPSHOT

Metric	Jan 2026	Feb 2026 (est.)	Trend
Colour Revenue	\$2,509	\$2,419 (PPC charges)	Down 3.6%
Colour Expense	\$2,024	Awaiting SC data	—
Profit	\$485	—	—
Coverage Ratio	1.24x	—	Above 1.2x target in Jan

### Monthly Trend (last 5 months):

Month	Revenue	Expense	Profit	Coverage
Sep '25	\$1,179	\$1,536	-\$357	76.8%
Oct '25	\$2,630	\$2,161	+\$469	121.7%
Nov '25	\$2,696	\$1,677	+\$1,019	160.7%
Dec '25	\$2,555	\$1,788	+\$767	142.9%
Jan '26	\$2,509	\$2,024	+\$485	124.0%

**Status: PROFITABLE** — Coverage has stayed above 120% since October. The new per-service colour charges (launched Feb 17) are coexisting with old PPC. Feb shows 175 PPC charges + 30 base color charges + various other colour line items = \$2,419 total colour revenue.

**Key colour products by purchase cost (from Dec SC invoice):** Redken Color Gel Lacquers, Shades EQ (multiple shades), Redken Fusion — all at \$5.40-\$6.88/tube. No price increases flagged.

## SLACK STOCK ALERTS (FROM #WHAT-WE-ARE-OUT-OF)

Item	Reported By	Date	Inventory Status	Action
Shades 08N	Erin Frost	Mar 6	Not tracked in Phorest (colour)	Taylor confirmed ordering ■
Yellow Kicker	Erin Frost	Mar 6	Not tracked (colour)	Taylor confirmed ordering ■
Shades 05RB	Teigan	Feb 27	Not tracked (colour)	**No response — verify ordered**
Shades 07M	Drake	Feb 26	Not tracked (colour)	**No response — verify ordered**
Redken Hair Bandage Balm (retail)	Chelsea	Feb 13	**CONFIRMED 0 stock, 0.37/day depletion**	**STILL OUT — ORDER TODAY**
Medium gloves	Chelsea	Feb 13	Not in Phorest	Taylor said ordering — **verify received**
06NB SEQ Gloss	Chelsea	Feb 13	Not tracked (colour)	Taylor said ordering — verify
Fireball (half tube)	Erin	Feb 12	Not tracked (colour)	Was also flagged Jan 24 — recurring issue
SEQ 07GB	Kathryn	Feb 2	Not tracked (colour)	**No response — 5 weeks old**
Pulp Riot Nightfall	Kathryn	Jan 31	Not tracked (colour)	**No response — 5+ weeks old**

**Unresolved items needing Taylor's attention:** 05RB, 07M, SEQ 07GB, and Pulp Riot Nightfall have no confirmed response. Please verify these were included in recent colour orders.

## SALON CENTRIC ALERTS

**Email scan unavailable** — file read error. Taylor, check your Salon Centric inbox directly for any flash sales or promo codes this week.

**Note:** The new Redken Acidic Growth Full line was ordered per Taylor's Feb 27 announcement — stock level shows 1 unit of Acidic Growth Full Serum already. Confirm full shipment arrived.

## PURCHASE VS REVENUE (FEBRUARY)

Metric	Amount
Feb Retail Sales (non-Kerastase)	~\$9,649
Feb Retail Sales (all brands)	\$13,099
Feb Product Profit	\$8,226 (63% margin)
Recent SC Purchases (late Feb, 3 orders)	\$2,146
Full Feb SC Purchases	**Need consolidated total**

**Inventory Value:** \$30,326 at cost (Retail \$24,666 + Professional \$5,661). Stable vs prior month.

**Retail is growing:** Feb total retail \$13,099 is up **8.4%** vs Jan (\$12,082). Units sold: 625 vs 579 (+7.9%). This is a bright spot.

---

## RETAIL QUICK HITS

### Stars (recognize this week):

- **Erin Frost: 29% RTS, \$2,450** — blowing away the 17% goal. Best avg ticket at \$56.98. She's the model.
- **Haley Kubala: 24% RTS, \$1,288** — consistently strong, up 87% vs Jan.

### Coaching (top 3 highest-impact below 17%):

Stylist	RTS %	Clients	Gap to 17%	Revenue Opportunity	Push These
**Kathryn Meese**	13%	81 clients	+4pp	**+\$356/mo**	ABC Hair Bandage Balm, Quick Blowout (her clients' likely needs)
**Rebecca Tope**	11%	72 clients	+6pp	**+\$412/mo**	Awaken line (scalp health angle)
**Talia Tschida**	11%	39 clients	+6pp	**+\$200/mo**	Colour maintenance products (she does vivid colour)

**Kathryn is the single biggest retail opportunity in the salon** — 81 guests at 13% RTS. Moving her to 17% = an extra \$356/month.

---

## TAYLOR'S ACTION LIST

- **VERIFY MBO 1 February number** — Dashboard shows \$80,788.49 vs target \$80,789 (miss by \$0.51). Executive report shows \$81,432. Get the official ruling from Philip. This determines whether \$250 bonus is still in play.
- **ORDER TODAY:** ABC Hair Bandage Balm, Color Fanatic 21 Spray, Quick Blowout, ABC Conditioner, ABC Shampoo Sm, ABC Serum, One United, Strength Cure Shampoo, Soft Finish Hairspray, Hydrate Sheer Shampoo & Conditioner, Surface Awaken Shampoo & Conditioner, Full Volume Mousse, Surface Blowout Memory Foam — all at 0 with active sales.
- **ORDER ALCOHOL:** Mimosa Weekday (urgent — #1 seller, stock at -151), Mimosa Weekend, 4 Noses Raspberry Blonde, Prosecco Splits.
- **VERIFY COLOUR ORDERS:** Confirm 05RB, 07M, SEQ 07GB, and Pulp Riot Nightfall were included in recent orders — these Slack reports are 2-5 weeks old with no confirmed resolution.
- **VERIFY Hair Bandage Balm delivery** — Chelsea reported it out Feb 13, Taylor said ordering, but inventory still shows 0. Did the order arrive?
- **Pull Q1 Salon Centric total** for MBO 2 cost control check — you need to stay under 10% of service revenue.
- **Jane Iredale push:** Consider a staff spiff (\$5/item) or bundle promo to move \$8,681 in sitting inventory.
- **Retail coaching:** Talk to Kathryn Meese about her 13% RTS — she sees 81 clients, most in the salon. Even a small bump = big dollars.
- **Clear holiday gift sets** — bump to 20% off if 10% isn't moving them fast enough. March is getting late for holiday product.

- **Check Salon Centric email** for promos — the automated scan failed this week.

\*Generated by Inventory Intelligence Agent | Data sources: Phorest Dashboard (export 03/08/26), Inventory Snapshot (03/01/26), Salon Centric Line Items, Monthly PPC Comparison, Staff Performance Dashboard, Slack #what-we-are-out-of (export 03/07/26), Slack #general (export 03/07/26), Feb 2026 Executive Snapshot\*

---

Reply to this email with updates, completed actions, or questions — your notes will appear in tomorrow's briefing.

Generated by Carrera Crest Agent System · 2026-03-09