Justin Smith  
Final Project Report Printouts

**Report 1 – Total Sales per Month by Territory, by type of Policy**

|  |  |  |  |
| --- | --- | --- | --- |
| MONTH | TERRITORY | TYPE | TOTALSALES |
| January | 22485 | Defferred Fixed | 1192540 |
| January | 22485 | Immediate | 100000 |
| January | 22640 | Defferred Variable | 87653 |
| February | 20601 | Immediate | 234987 |
| February | 20606 | Immediate | 187391 |
| February | 23489 | Immediate | 876123 |
| March | 20601 | Immediate | 1345678 |
| March | 22485 | Immediate | 78653 |
| March | 22640 | Defferred Fixed | 786312 |
| April | 20606 | Defferred Variable | 9987341 |
| April | 22785 | Immediate | 12500 |
| May | 20601 | Defferred Variable | 72345 |
| May | 23489 | Defferred Fixed | 22543 |
| June | 20601 | Immediate | 345000 |
| June | 20606 | Defferred Variable | 998765 |
| June | 22485 | Defferred Fixed | 56700 |
| June | 22485 | Immediate | 124500 |
| June | 22640 | Defferred Fixed | 889765 |
| July | 22485 | Defferred Fixed | 500000 |
| July | 23489 | Defferred Fixed | 98763 |
| August | 20601 | Immediate | 87632 |
| August | 20606 | Defferred Variable | 1245465 |
| August | 22485 | Defferred Variable | 876412 |
| August | 22640 | Defferred Variable | 345890 |
| September | 20601 | Defferred Fixed | 675000 |
| September | 20601 | Immediate | 98623 |
| September | 22485 | Defferred Fixed | 6500000 |
| September | 22485 | Defferred Variable | 2456000 |
| September | 22640 | Defferred Variable | 987652 |
| October | 20601 | Defferred Variable | 776500 |
| October | 20606 | Immediate | 89643 |
| October | 22485 | Defferred Fixed | 762390 |
| October | 22640 | Immediate | 9870 |
| October | 22785 | Defferred Fixed | 76430 |
| October | 23489 | Defferred Variable | 123480 |
| November | 20601 | Defferred Fixed | 24500 |

**Report 2 – Total Sales per Quarter by Territory, by type of policy**

|  |  |  |  |
| --- | --- | --- | --- |
| QUARTER | TERRITORY | TYPE | TOTALSALES |
| 1 | 20601 | Immediate | 1580665 |
| 1 | 20606 | Immediate | 187391 |
| 1 | 22485 | Defferred Fixed | 1192540 |
| 1 | 22485 | Immediate | 178653 |
| 1 | 22640 | Defferred Fixed | 786312 |
| 1 | 22640 | Defferred Variable | 87653 |
| 1 | 23489 | Immediate | 876123 |
| 2 | 20601 | Defferred Variable | 72345 |
| 2 | 20601 | Immediate | 345000 |
| 2 | 20606 | Defferred Variable | 10986106 |
| 2 | 22485 | Defferred Fixed | 56700 |
| 2 | 22485 | Immediate | 124500 |
| 2 | 22640 | Defferred Fixed | 889765 |
| 2 | 22785 | Immediate | 12500 |
| 2 | 23489 | Defferred Fixed | 22543 |
| 3 | 20601 | Defferred Fixed | 675000 |
| 3 | 20601 | Immediate | 186255 |
| 3 | 20606 | Defferred Variable | 1245465 |
| 3 | 22485 | Defferred Fixed | 7000000 |
| 3 | 22485 | Defferred Variable | 3332412 |
| 3 | 22640 | Defferred Variable | 1333542 |
| 3 | 23489 | Defferred Fixed | 98763 |
| 4 | 20601 | Defferred Fixed | 24500 |
| 4 | 20601 | Defferred Variable | 776500 |
| 4 | 20606 | Defferred Variable | 1250000 |
| 4 | 20606 | Immediate | 89643 |
| 4 | 22485 | Defferred Fixed | 762390 |
| 4 | 22640 | Defferred Fixed | 1987040 |
| 4 | 22640 | Immediate | 9870 |
| 4 | 22785 | Defferred Fixed | 76430 |
| 4 | 22785 | Defferred Variable | 11000 |
| 4 | 23489 | Defferred Variable | 123480 |

**Report 3 – Total Sales per Month by agent, by type of policy**

|  |  |  |  |
| --- | --- | --- | --- |
| MONTH | AGENTNAME | TYPE | TOTALSALES |
| February | Johnson | Immediate | 187391 |
| March | Johnson | Defferred Fixed | 786312 |
| March | Sierra | Immediate | 1345678 |
| March | Smith | Immediate | 78653 |
| April | Green | Defferred Variable | 9987341 |
| April | Johnson | Immediate | 12500 |
| May | Green | Defferred Fixed | 22543 |
| May | Jordan | Defferred Variable | 72345 |
| June | Harper | Defferred Fixed | 889765 |
| June | Hoffer | Defferred Fixed | 56700 |
| June | Sierra | Immediate | 345000 |
| June | Smith | Immediate | 124500 |
| June | Williams | Defferred Variable | 998765 |
| July | Dewer | Defferred Fixed | 500000 |
| July | Tyson | Defferred Fixed | 98763 |
| August | Harper | Defferred Variable | 876412 |
| August | Johnson | Defferred Variable | 345890 |
| August | Jordan | Defferred Variable | 1245465 |
| August | Sierra | Immediate | 87632 |
| September | Dewer | Defferred Variable | 2456000 |
| September | Green | Immediate | 98623 |
| September | Smith | Defferred Fixed | 7175000 |
| September | Smith | Defferred Variable | 987652 |
| October | Hoffer | Immediate | 89643 |
| October | Jordan | Defferred Fixed | 76430 |
| October | Jordan | Defferred Variable | 123480 |
| October | Tyson | Defferred Fixed | 762390 |
| October | Williams | Defferred Variable | 776500 |
| October | Williams | Immediate | 9870 |
| November | Johnson | Defferred Fixed | 1987040 |
| November | Smith | Defferred Fixed | 24500 |
| November | Smith | Defferred Variable | 11000 |
| November | Williams | Defferred Variable | 1250000 |

**Report 4 – Total Sales of Policies by Month of Effective Date, by Agent**

|  |  |  |
| --- | --- | --- |
| AGENTNAME | EFFECTIVEMONTH | TOTALSALES |
| Dewer | July | 500000 |
| Dewer | September | 2456000 |
| Green | April | 9987341 |
| Green | May | 22543 |
| Green | September | 98623 |
| Harper | January | 87653 |
| Harper | February | 234987 |
| Harper | April | 876123 |
| Harper | June | 889765 |
| Harper | August | 876412 |
| Hoffer | June | 56700 |
| Hoffer | October | 89643 |
| Johnson | February | 187391 |
| Johnson | March | 786312 |
| Johnson | April | 12500 |
| Johnson | August | 345890 |
| Johnson | November | 1987040 |
| Jordan | May | 72345 |
| Jordan | August | 1245465 |
| Jordan | October | 199910 |
| Sierra | March | 1345678 |
| Sierra | June | 345000 |
| Sierra | August | 87632 |
| Smith | January | 1292540 |
| Smith | March | 78653 |
| Smith | June | 124500 |
| Smith | September | 8162652 |
| Smith | November | 35500 |
| Tyson | July | 98763 |
| Tyson | October | 762390 |
| Williams | June | 998765 |
| Williams | October | 786370 |

**Report 5 – Total Number of Policies in Force, by Agent**

|  |  |
| --- | --- |
| AGENTNAME | NUMPOLICIESINFORCE |
| Johnson | 5 |
| Jordan | 3 |
| Harper | 4 |
| Green | 1 |
| Tyson | 1 |
| Hoffer | 2 |
| Sierra | 3 |
| Smith | 10 |
| Williams | 4 |

**Report 6 – Total Face Value of all Policies Sold by an Individual Agent**

|  |  |
| --- | --- |
| AGENTNAME | TOTALSALES |
| Smith | 9693845 |
| Hoffer | 146343 |
| Harper | 2964940 |
| Sierra | 1778310 |
| Green | 10108507 |
| Tyson | 861153 |
| Johnson | 3319133 |
| Dewer | 2956000 |
| Jordan | 1517720 |
| Williams | 3035135 |

**Report 7 – Total Commissions Earned by Month, by Agent**

|  |  |  |
| --- | --- | --- |
| MONTH | AGENTNAME | COMMISSIONEDEARNED |
| January | Harper | 175.306 |
| January | Smith | 9635.08 |
| February | Harper | 5555.55 |
| February | Johnson | 374.782 |
| March | Johnson | 6290.496 |
| March | Sierra | 8074.068 |
| March | Smith | 393.265 |
| April | Green | 29962.023 |
| April | Johnson | 50 |
| May | Green | 112.715 |
| May | Jordan | 651.105 |
| June | Harper | 1779.53 |
| June | Hoffer | 283.5 |
| June | Sierra | 2415 |
| June | Smith | 373.5 |
| June | Williams | 3995.06 |
| July | Dewer | 3000 |
| July | Tyson | 197.526 |
| August | Harper | 2629.236 |
| August | Johnson | 1383.56 |
| August | Jordan | 4981.86 |
| August | Sierra | 701.056 |
| September | Dewer | 4912 |
| September | Green | 197.246 |
| September | Smith | 16012.652 |
| October | Hoffer | 268.929 |
| October | Jordan | 770.26 |
| October | Tyson | 3811.95 |
| October | Williams | 3165.22 |

**Report 8 – Top-Selling Agent by Territory, by Month**

|  |  |  |  |
| --- | --- | --- | --- |
| TERRITORY | MONTH | AGENTNAME | TOTALSALES |
| 20601 | February | Harper | 234987 |
| 20601 | March | Sierra | 1345678 |
| 20601 | May | Jordan | 72345 |
| 20601 | June | Sierra | 345000 |
| 20601 | August | Sierra | 87632 |
| 20601 | September | Smith | 675000 |
| 20601 | October | Williams | 776500 |
| 20601 | November | Smith | 24500 |
| 20606 | February | Johnson | 187391 |
| 20606 | April | Green | 9987341 |
| 20606 | June | Williams | 998765 |
| 20606 | August | Jordan | 1245465 |
| 20606 | October | Hoffer | 89643 |
| 20606 | November | Williams | 1250000 |
| 22485 | January | Smith | 1292540 |
| 22485 | March | Smith | 78653 |
| 22485 | June | Smith | 124500 |
| 22485 | July | Dewer | 500000 |
| 22485 | August | Harper | 876412 |
| 22485 | September | Smith | 6500000 |
| 22485 | October | Tyson | 762390 |
| 22640 | January | Harper | 87653 |
| 22640 | March | Johnson | 786312 |
| 22640 | June | Harper | 889765 |
| 22640 | August | Johnson | 345890 |
| 22640 | September | Smith | 987652 |
| 22640 | October | Williams | 9870 |
| 22640 | November | Johnson | 1987040 |
| 22785 | April | Johnson | 12500 |
| 22785 | October | Jordan | 76430 |
| 22785 | November | Smith | 11000 |
| 23489 | February | Harper | 876123 |
| 23489 | May | Green | 22543 |

**Report 9 – Total Number of Policies Not in Force, by Agent**

|  |  |
| --- | --- |
| AGENTNAME | NUMPOLICIESNOTINFORCE |
| Jordan | 1 |
| Harper | 1 |
| Green | 2 |
| Tyson | 1 |
| Dewer | 2 |