

# Offline Sales

Select Date Range (Default: this quarter)

Apr 1, 2004 - Jun 30, 2004

Revenue YTD  
\$21.40M  
↑ 8.9%  
Compared to last year

Revenue This Quarter  
\$11.96M  
↑ 27%  
Compared to last quarter

Revenue  
\$11.96M  
↑ 27%  
Compared to last period

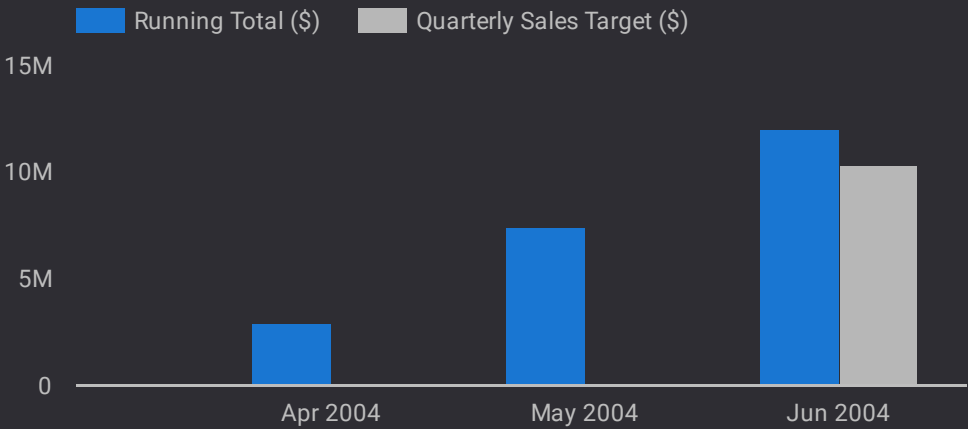
Sales Count  
452  
↑ 1%  
Compared to last period

Avg. Order Value  
\$26.47K  
↑ 26%  
Compared to last period

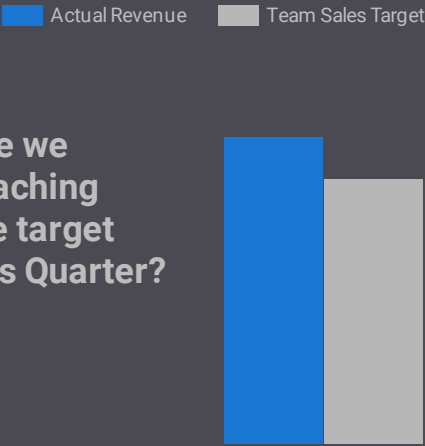
## Who is earning the most above the target? Who is not reaching the target?

Year Quarter	Sales Person	Difference (Revenue-Target)
Q2, 2004	Linda C Mitchell	\$276,025.17
	Michael G Blythe	\$217,639.86
	José Edvaldo Saraiva	\$152,301.74
	Ranjit R Varkey Chudukatil	\$134,187.16
	Tsvi Michael Reiter	\$119,498.93
	David R Campbell	\$106,596.48
	Tete A Mensa-Annan	\$102,711.01
	Pamela O Ansman-Wolfe	\$99,069.85
	Lynn N Tsoflias	\$90,215.18
	Jillian _ Carson	\$68,921.83
	Shu K Ito	\$58,598.66
	Stephen Y Jiang	\$50,057.56
	Jae B Pak	\$49,264.55
	Garrett R Vargas	\$41,163.41
	Rachel B Valdez	\$35,414.54
	Syed E Abbas	\$1,939.2
	Amy E Alberts	\$-108.54

Revenue Growth



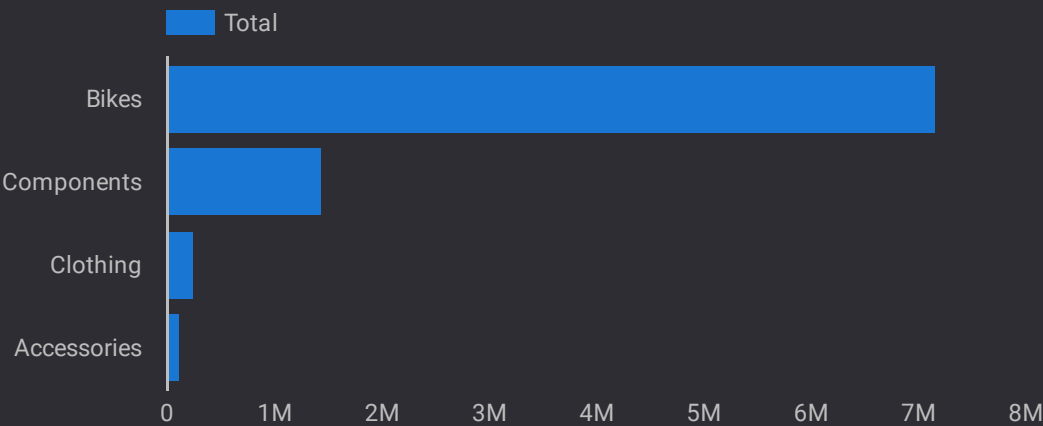
## Are we reaching the target this Quarter?



## New Customers

1  
↓ -50.0%  
Compared to last period

Sales by Product Category



Revenue By Location

