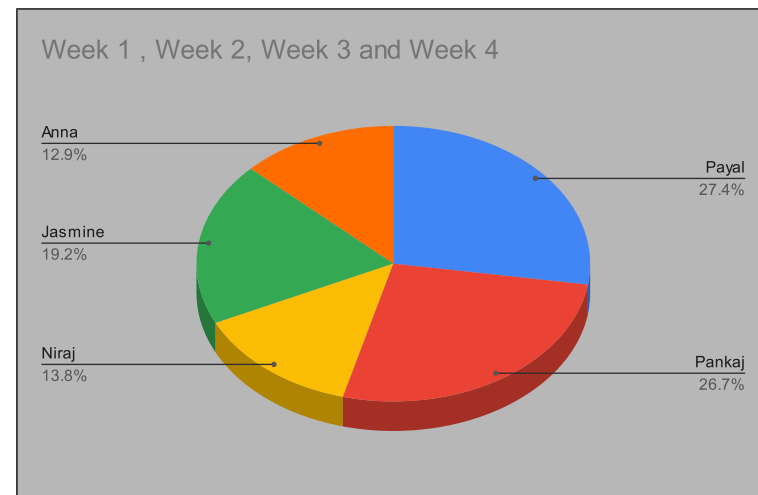
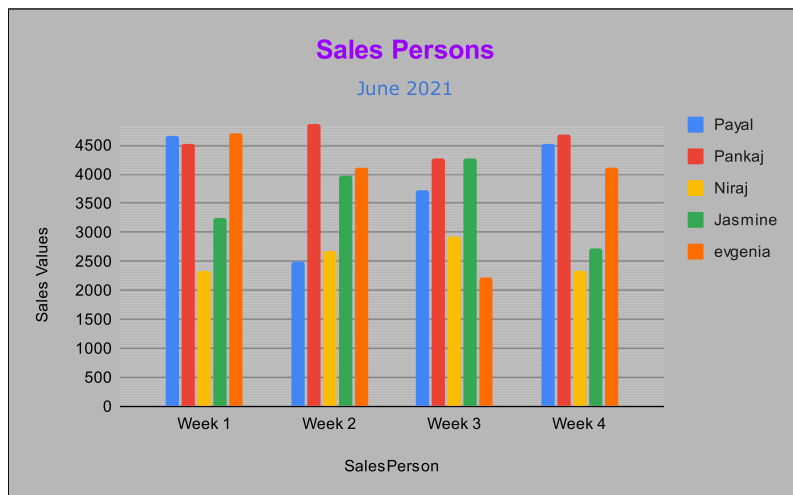


Sales Person	Week1	Week2	Week3	Week4	Total Sales	Bonus			
Ben	1340	1797	1245	1597	5979	1195.8		Bonus Rate	20%
Ben	1420	1768	1437	1499	6124	1224.8			
Ben	1349	1645	1779	1597	6370	1274			
Ben	1347	1798	1627	1787	6559	1311.8			
Dalit	1536	1719	1357	1620	6232	1246.4			
Dalit	1583	1698	1635	1554	6470	1294			
Dalit	1701	1407	1226	1323	5657	1131.4			
Dalit	1388	1632	1327	1530	5877	1175.4			
Damon	1203	1587	1351	1348	5489	1097.8			
Damon	1292	1582	1718	1341	5933	1186.6			
Damon	1517	1658	1457	1590	6222	1244.4			
Damon	1487	1620	1731	1524	6362	1272.4			
Joe	1269	1614	1407	1419	5709	1141.8			
Joe	1530	1728	1236	1379	5873	1174.6			
Joe	1246	1324	1303	1764	5637	1127.4			
Joe	1246	1235	1496	1600	5577	1115.4			
Liz	1587	1695	1322	1571	6175	1235			
Liz	1716	1475	1562	1256	6009	1201.8			
Liz	1550	1623	1589	1615	6377	1275.4			
Liz	1603	1629	1326	1225	5783	1156.6			
Sammy	1683	1794	1618	1525	6620	1324			
Sammy	1564	1781	1516	1553	6414	1282.8			
Sammy	1671	1266	1685	1334	5956	1191.2			
Sammy	1786	1676	1636	1674	6772	1354.4			
Trevin	1384	1770	1254	1367	5775	1155			
Trevin	1377	1497	1699	1301	5874	1174.8			
Trevin	1462	1216	1489	1214	5381	1076.2			
Trevin	1644	1720	1698	1336	6398	1279.6			

SalesPerson	Week 1	Week 2	Week 3	Week 4
Payal	4655	2499	3716	4534
Pankaj	4530	4857	4275	4690
Niraj	2341	2673	2937	2344
Jasmine	3255	3978	4264	2718
Anna	2189	4964	4478	3637
evgenia	4715	4111	2219	4106



It seems from the trend above that Niraj, Jasmine and Anna showing a decreasing trend, while Payal and Pankaj show an increasing trend. From the second graph of a pie chart Payal has the most sales followed by Pankaj and Anna.

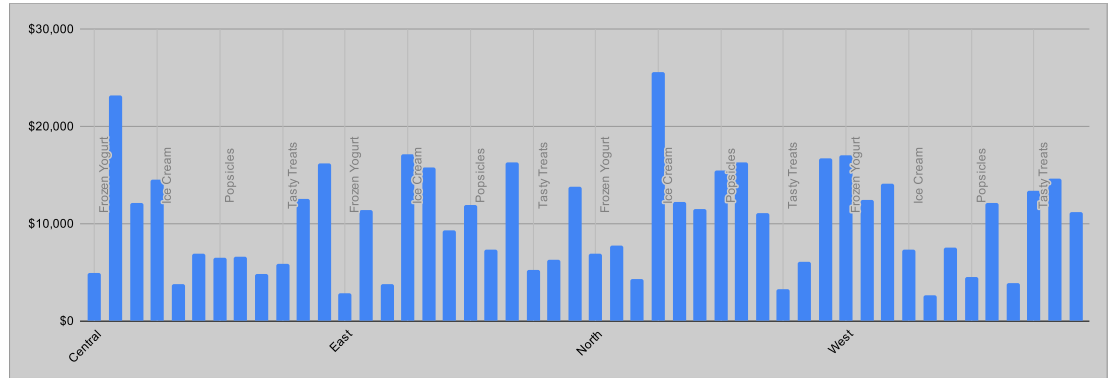
Sales Person	Week1	Week2	Week3	Week4	Total Sales	Bonus
Trevin	1373	1377	1475	1237	5462	0
Trevin	1591	1351	1298	1728	5968	0
Trevin	1245	1375	1595	1731	5946	0
Trevin	1608	1499	1585	1785	6477	0
Sammy	1541	1656	1429	1702	6328	0
Sammy	1339	1267	1603	1274	5483	0
Sammy	1775	1597	1609	1249	6230	0
Sammy	1410	1684	1572	1757	6423	0
Liz	1628	1697	1596	1363	6284	0
Liz	1672	1490	1268	1425	5855	0
Liz	1629	1453	1201	1277	5560	0
Liz	1605	1725	1328	1795	6453	0
Joe	1349	1732	1631	1560	6272	0
Joe	1697	1726	1779	1344	6546	0
Joe	1404	1678	1350	1365	5797	0
Joe	1713	1626	1723	1223	6285	0
Damon	1350	1602	1668	1336	5956	0
Damon	1451	1413	1379	1436	5679	0
Damon	1529	1236	1448	1561	5774	0
Damon	1245	1713	1795	1594	6347	0
Dalit	1711	1789	1567	1696	6763	0
Dalit	1548	1421	1300	1637	5906	0
Dalit	1570	1729	1398	1254	5951	0
Dalit	1551	1457	1737	1719	6464	0
Ben	1322	1785	1615	1713	6435	0
Ben	1658	1415	1512	1293	5878	0
Ben	1410	1547	1746	1346	6049	0
Ben	1253	1436	1714	1469	5872	0

<b>Pear Cremery Sales</b>						
<b>FY 2020</b>						
<b>Month</b>	<b>Year</b>	<b>Type</b>	<b>Salesperson</b>	<b>Region</b>	<b>Sales</b>	<b>Units</b>
January	2019	Ice Cream	Bishop	North	\$3,524	4880
January	2019	Frozen Yogurt	Pullen	Central	\$3,628	5914
January	2019	Tasty Treats	Watson	West	\$6,065	4384
January	2019	Ice Cream	Bishop	East	\$6,603	4904
January	2019	Popsicles	Pullen	North	\$4,207	5702
January	2019	Tasty Treats	Watson	Central	\$4,031	4011
January	2019	Frozen Yogurt	Bishop	West	\$8,829	4012
January	2019	Popsicles	Pullen	East	\$5,290	8397
January	2019	Ice Cream	Watson	North	\$5,216	8361
January	2019	Frozen Yogurt	Bishop	Central	\$2,741	9399
February	2019	Tasty Treats	Pullen	West	\$6,089	2471
February	2019	Ice Cream	Watson	East	\$5,874	6406
February	2019	Popsicles	Bishop	North	\$9,242	8183
February	2019	Tasty Treats	Pullen	Central	\$4,820	4462
February	2019	Frozen Yogurt	Watson	West	\$5,715	7201
February	2019	Popsicles	Bishop	East	\$9,043	7533
February	2019	Ice Cream	Pullen	North	\$9,224	5382
February	2019	Frozen Yogurt	Watson	Central	\$9,533	5803
March	2019	Tasty Treats	Bishop	West	\$7,301	5291
March	2019	Ice Cream	Pullen	East	\$9,448	4986
March	2019	Popsicles	Watson	North	\$7,932	9353
March	2019	Tasty Treats	Bishop	Central	\$3,254	9132
March	2019	Frozen Yogurt	Pullen	West	\$3,025	7601
March	2019	Popsicles	Watson	East	\$7,718	3861
March	2019	Ice Cream	Bishop	North	\$4,901	3170
April	2019	Frozen Yogurt	Pullen	Central	\$8,124	9298
April	2019	Tasty Treats	Watson	West	\$2,971	9543

April	2019	Ice Cream	Bishop	East	\$5,833	3523
April	2019	Popsicles	Pullen	North	\$2,119	6785
April	2019	Tasty Treats	Watson	Central	\$3,539	5364
April	2019	Ice Cream	Bishop	West	\$5,234	2139
April	2019	Frozen Yogurt	Pullen	East	\$8,502	4235
April	2019	Tasty Treats	Watson	North	\$7,273	8139
April	2019	Ice Cream	Bishop	Central	\$4,795	6189
April	2019	Popsicles	Pullen	West	\$2,609	7801
May	2019	Tasty Treats	Watson	East	\$9,544	3880
May	2019	Frozen Yogurt	Bishop	North	\$6,949	8458
May	2019	Popsicles	Pullen	Central	\$6,597	5791
May	2019	Ice Cream	Watson	West	\$7,484	6400
May	2019	Frozen Yogurt	Bishop	East	\$2,844	3558
May	2019	Tasty Treats	Pullen	North	\$6,113	7213
May	2019	Ice Cream	Watson	Central	\$6,908	3862
June	2019	Popsicles	Bishop	West	\$4,469	6652
June	2019	Tasty Treats	Pullen	East	\$6,235	2058
June	2019	Frozen Yogurt	Watson	North	\$4,288	9771
June	2019	Popsicles	Bishop	Central	\$6,489	5108
June	2019	Ice Cream	Pullen	West	\$2,673	5377
June	2019	Frozen Yogurt	Watson	East	\$3,776	4616
June	2019	Tasty Treats	Bishop	North	\$3,261	4483
July	2019	Ice Cream	Pullen	Central	\$3,728	5649
July	2019	Popsicles	Watson	West	\$3,918	3150
July	2019	Tasty Treats	Bishop	East	\$5,200	9103
July	2019	Frozen Yogurt	Pullen	North	\$7,763	6021
July	2019	Popsicles	Watson	Central	\$4,774	9555
July	2019	Ice Cream	Bishop	West	\$2,055	8963
July	2019	Frozen Yogurt	Pullen	East	\$2,845	2690
August	2019	Tasty Treats	Watson	North	\$9,454	9952
August	2019	Ice Cream	Bishop	Central	\$9,696	9664

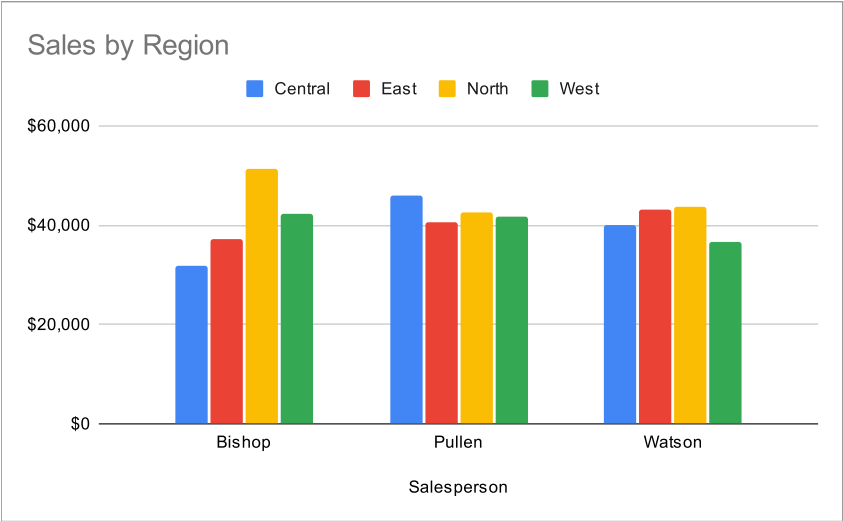
August	2019	Popsicles	Pullen	West	\$9,461	4892
August	2019	Tasty Treats	Watson	East	\$4,261	4294
August	2019	Ice Cream	Bishop	North	\$7,698	2127
September	2019	Frozen Yogurt	Pullen	Central	\$8,328	6113
September	2019	Tasty Treats	Watson	West	\$2,123	2428
September	2019	Ice Cream	Bishop	East	\$4,703	2463
September	2019	Popsicles	Pullen	North	\$9,949	7171
September	2019	Tasty Treats	Watson	Central	\$8,669	3640
October	2019	Frozen Yogurt	Bishop	West	\$8,184	4975
October	2019	Popsicles	Pullen	East	\$2,064	9162
October	2019	Ice Cream	Watson	North	\$6,257	7371
October	2019	Frozen Yogurt	Bishop	Central	\$2,136	4481
October	2019	Tasty Treats	Pullen	West	\$8,574	8182
November	2019	Ice Cream	Watson	East	\$3,381	8765
November	2019	Popsicles	Bishop	North	\$6,240	8543
November	2019	Tasty Treats	Pullen	Central	\$7,668	9792
November	2019	Frozen Yogurt	Watson	West	\$8,421	9137
November	2019	Popsicles	Bishop	East	\$2,836	8837
November	2019	Ice Cream	Pullen	North	\$3,039	4946
November	2019	Frozen Yogurt	Watson	Central	\$2,629	6833
December	2019	Tasty Treats	Bishop	West	\$6,107	5101
December	2019	Ice Cream	Pullen	East	\$6,283	6672
December	2019	Popsicles	Watson	North	\$3,119	5063
December	2019	Tasty Treats	Bishop	Central	\$2,659	3727
December	2019	Frozen Yogurt	Pullen	West	\$9,406	6337
December	2019	Popsicles	Watson	East	\$8,619	9290
December	2019	Ice Cream	Bishop	North	\$9,437	8100
December	2019	Frozen Yogurt	Pullen	Central	\$3,045	2406

Region	Year	Type	Salesperson	SUM of Units	SUM of Sales
Central	2019	Frozen Yogurt	Bishop	13880	\$4,877
			Pullen	23731	\$23,125
			Watson	12636	\$12,162
		Ice Cream	Bishop	15853	\$14,491
			Pullen	5649	\$3,728
			Watson	3862	\$6,908
		Popsicles	Bishop	5108	\$6,489
			Pullen	5791	\$6,597
			Watson	9555	\$4,774
		Tasty Treats	Bishop	12859	\$5,913
			Pullen	14254	\$12,488
			Watson	13015	\$16,239
East	2019	Frozen Yogurt	Bishop	3558	\$2,844
			Pullen	6925	\$11,347
			Watson	4616	\$3,776
		Ice Cream	Bishop	10890	\$17,139
			Pullen	11658	\$15,731
			Watson	15171	\$9,255
		Popsicles	Bishop	16370	\$11,879
			Pullen	17559	\$7,354
			Watson	13151	\$16,337
		Tasty Treats	Bishop	9103	\$5,200
			Pullen	2058	\$6,235
			Watson	8174	\$13,805
North	2019	Frozen Yogurt	Bishop	8458	\$6,949
			Pullen	6021	\$7,763
			Watson	9771	\$4,288
		Ice Cream	Bishop	18277	\$25,560
			Pullen	10328	\$12,263
			Watson	15732	\$11,473
		Popsicles	Bishop	16726	\$15,482
			Pullen	19658	\$16,275
			Watson	14416	\$11,051
		Tasty Treats	Bishop	4483	\$3,261
			Pullen	7213	\$6,113
			Watson	18091	\$16,727
West	2019	Frozen Yogurt	Bishop	8987	\$17,013
			Pullen	13938	\$12,431
			Watson	16338	\$14,136
		Ice Cream	Bishop	11102	\$7,289
			Pullen	5377	\$2,673
			Watson	6400	\$7,484
		Popsicles	Bishop	6652	\$4,469
			Pullen	12693	\$12,070
			Watson	3150	\$3,918
		Tasty Treats	Bishop	10392	\$13,408
			Pullen	10653	\$14,663
			Watson	16355	\$11,159



SUM of Sales Salesperson	Region				
	Central	East	North	West	Grand Total
Bishop	\$31,770	\$37,062	\$51,252	\$42,179	\$162,263
Pullen	\$45,938	\$40,667	\$42,414	\$41,837	\$170,856
Watson	\$40,083	\$43,173	\$43,539	\$36,697	\$163,492

SalespersonAll





						Monthly Goal:	\$45,000	
Sales Person	Week1	Week2	Week3	Week4	Totals		Was Goat Met ?	Bonus Status
Jobs	\$11,125	\$14,277	\$10,202	\$9,246	\$44,850		No	0
Musk	\$13,833	\$12,960	\$13,560	\$14,151	\$54,504		Yes	\$2,725
Buffet	\$8,940	\$8,478	\$11,045	\$14,083	\$42,546		No	0
Mayer	\$9,756	\$10,071	\$12,593	\$8,149	\$40,569		No	0
Sandberg	\$9,950	\$13,494	\$11,796	\$10,330	\$45,570		Yes	\$2,279
Ahrendts	\$14,642	\$10,888	\$8,349	\$11,893	\$45,772		Yes	\$2,289
	Total Sales:	\$216,810	Department Bonus of 850 per person:			BONUS		
	Average Sales:	\$9,034						

## Employee Lookup

Emp ID	Last Name	First Name	Dept	Pay Rate		
1043						
Emp ID	Last Name	First Name	Dept	Pay Rate		
1099	Hapsbuch	Kendrick	AC	10		1183
1040	smith	Howard	AT	11		1194
1080	Henders	mark	HR	11		1109
1112	Scote	Gail	AC	11		1157
1048	Henders	mark	HR	11		1157
1171	Gonzales	Joe	AD	11		1088
1100	Gonzales	Joe	AD	10		1063
1121	smith	Howard	AC	12		1159
1104	Henders	mark	AD	10		1091
1187	Scote	Gail	AT	12		1012
1035	Kane	Sheryl	AD	12		1144
1041	Hapsbuch	Kendrick	AT	10		1050
1006	Hapsbuch	Kendrick	AC	12		1118
1068	Gonzales	Joe	HR	11		1159
1133	Kane	Sheryl	HR	12		1029
1075	smith	Howard	AC	10		1121
1146	Hapsbuch	Kendrick	AT	10		1141
1095	Gonzales	Joe	HR	12		1132
1082	Scote	Gail	AC	11		1099
1114	smith	Howard	AT	11		1129
1080	Gonzales	Joe	AD	11		1055
1068	Henders	mark	AD	12		1181
1035	Kane	Sheryl	HR	11		1049
1097	Scote	Gail	AC	10		1165
1018	Kane	Sheryl	AD	11		1051

1188	smith	Howard	AT	11		1030
1011	Kane	Sheryl	HR	11		1197
1084	Scote	Gail	AT	11		1113

Division	Category	January	February	March	Toatal Expenses			
East	Technical	1818	805	2577	5200			
East	Telephone	1492	2809	1189	5490			
East	Copying	1155	1170	2493	4818		SUMIF	23260
East	Overhead	1754	2250	2044	6048			
East	software	2474	1396	1979	5849			
East	Maintenance	2720	2273	2113	7106		SUMIF:	19104
East	Supplies	1523	1921	1635	5079			
East	Telemarkating	1884	2531	1808	6223			
East	Rent	2842	2809	2900	8551		SUMIFS :	5849
East	Consutants	2259	1036	1345	4640			
East	Contractors	2543	1893	2018	6454			
East	Miscellaneous	958	2385	2397	5740			
North	Technical	1291	1752	1333	4376			
North	Telephone	2848	2983	1466	7297			
North	Copying	2873	1534	1972	6379			
North	Overhead	2731	1739	1088	5558			
North	software	2549	2790	1412	6751			
North	Maintenance	1931	2767	2045	6743			
North	Supplies	1797	1455	972	4224			
North	Telemarkating	2297	2993	2663	7953			
North	Rent	2823	1521	1402	5746			
North	Consutants	2275	1538	2332	6145			
North	Contractors	2345	1677	2269	6291			
North	Miscellaneous	1158	1134	2367	4659			
North	Technical	2342	2361	1223	5926			
North	Telephone	2160	2248	2125	6533			
West	Copying	1416	2921	2538	6875			
West	Overhead	2657	1002	2095	5754			

West	software	1474	2496	2534	6504			
West	Maintenance	2619	2963	2631	8213			
West	Supplies	2931	2978	2525	8434			
West	Telemarkating	1552	1196	2321	5069			
West	Rent	2633	816	2462	5911			
West	Consutants	1525	1206	2278	5009			
West	Contractors	2067	2878	1516	6461			
West	Miscellaneous	1121	1243	1473	3837			
West	Technical	1227	2876	1700	5803			
West	Telephone	1044	2775	880	4699			
West	Copying	2636	1541	1011	5188			
West	Overhead	2921	1073	2598	6592			

