



## Current Quarter Performance:

Select a sales manager to view their report for **Q4 2017**: **Melvin Marxen**



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Total Sales

**\$671K**

Last QTR: **\$768K**

All teams average: **\$467K**

Avg. Sale Value

**\$2,760**

Last QTR: **\$2,666**

All teams average: **\$2,351**

Avg. Weeks to Close

**6.25**

Last QTR: **6.54**

All teams average: **6.64**

New Opportunities

**244**

Last QTR: **629**

All teams average: **194**

Potential to Close

**\$542K**

Engaged Opportunities: **215**

### Performance by Agent

Agent	Conversion %	No. Sales	Total Sales	Avg. Sale Value	Avg. Weeks to Close	% of Sales Discounted
Darcel Schlecht	59.1%	94	\$357,666	\$3,805	5.91	52.1%
Gladys Colclough	52.6%	41	\$97,317	\$2,374	6.46	48.8%
Jonathan Berthelot	54.8%	46	\$70,045	\$1,523	6.87	45.7%
Marty Freudenburg	54.9%	39	\$103,871	\$2,663	5.42	33.3%
Niesha Huffines	51.1%	23	\$41,889	\$1,821	7.27	34.8%

### Sales & Conversion by Product

Product	Conv	Sales	Total Sales
GTX Pro	55.2%	74	\$356,648
GTX Plus Pro	67.5%	27	\$151,538
MG Advanced	51.9%	27	\$91,823
GTX Plus Basic	46.5%	40	\$44,136
GTX Basic	60.8%	45	\$24,970
MG Special	60.0%	30	\$1,673
GTK 500			



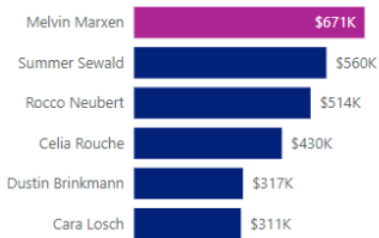
## Current Quarter Performance by Team:

View where **Melvin Marxen's** team is ranked across all teams based on current quarter metrics.

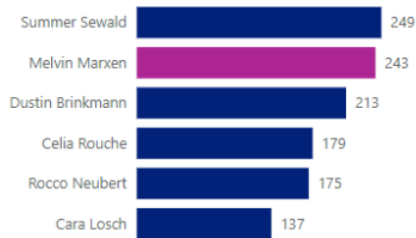


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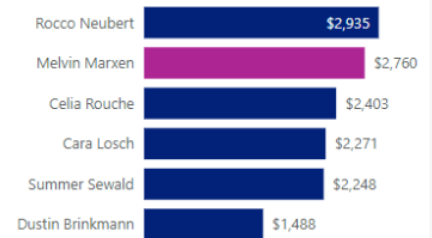
### Total Sales



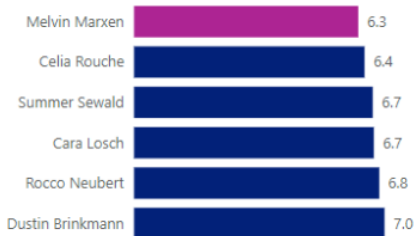
### No. of Sales Won



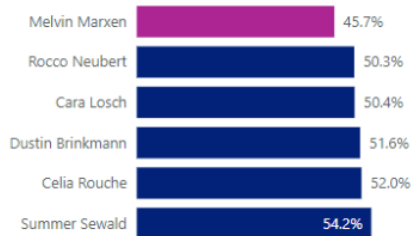
### Avg. Sales Value



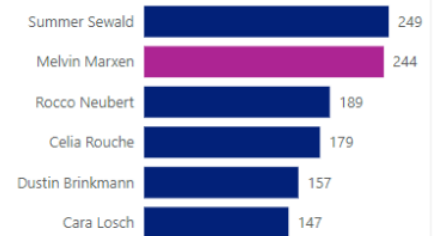
### Avg. Weeks to Close



### % of Sales Discounted



### New Opportunities





## Performance Over Time:

View the 2017 performance by quarter for **Melvin Marxen's** team.



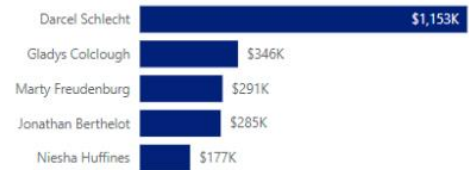
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Total Sales by Quarter



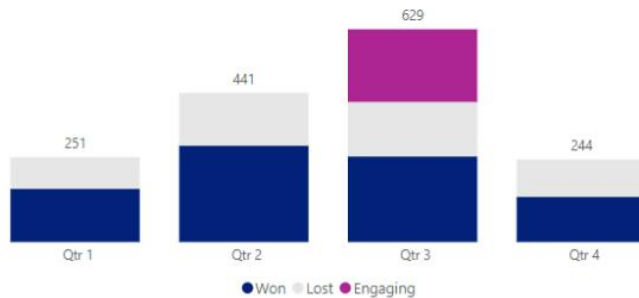
Total Sales by Agent

Clicking an agent will filter the remaining visuals to the chosen individual



New Opportunities by Quarter

Total opportunities engaged in each quarter, with their current stage



Conversion by Quarter

Product	Qtr 1	Qtr 2	Qtr 3	Qtr 4
MG Special	93.8%	66.0%	63.6%	60.0%
GTX Basic	74.2%	65.5%	59.5%	60.8%
GTX Plus Basic	74.1%	71.8%	72.8%	46.5%
MG Advanced	100.0%	50.0%	61.5%	51.9%
GTX Pro	72.4%	55.3%	60.6%	55.2%
GTX Plus Pro	88.9%	63.9%	69.0%	67.5%
GTK 500				
Total	80.0%	61.7%	64.1%	55.6%



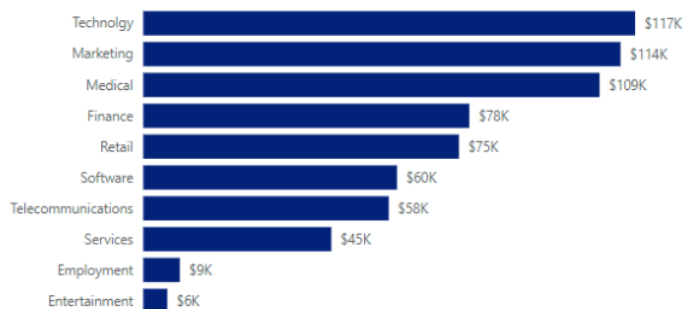
## Current Quarter Sales:

View sales made this quarter for **Melvin Marxen's** team.



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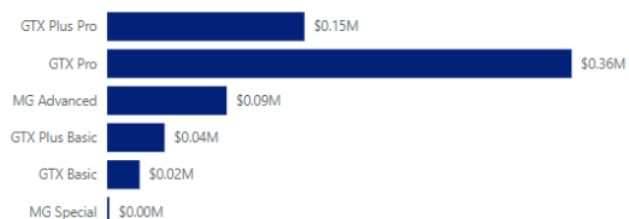
### Total Sales by Sector



### Top 5 Accounts



### Total Sales by Product



### Sales Detail

Agent	Closed	Wks to close	Account	Product	Sale Value
Gladys Coldclough	12/31/2017	8	Gogozoom	MG Special	\$52
Jonathan Berthelot	12/31/2017	13	Codehow	GTX Basic	\$546
Darcel Schlecht	12/30/2017	12	Genco Pura Olive Oil Company	MG Special	\$54
Darcel Schlecht	12/30/2017	15	Treequote	GTX Pro	\$9,711
Gladys Coldclough	12/30/2017	8	Cancity	MG Advanced	\$2,931
Gladys Coldclough	12/30/2017	1	Genco Pura Olive Oil Company	MG Advanced	\$3,494
Total		7	\$670,788		



## Open Opportunities Report:

View the open opportunities for **Melvin Marxen's** team.



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Agent	Product	Account	Engaged Date	Opp Value
Darcel Schlecht	GTX Basic		7/19/2017	\$550
Darcel Schlecht	GTX Plus Pro	Isdom	7/19/2017	\$5,482
Darcel Schlecht	GTX Pro		7/19/2017	\$4,821
Jonathan Berthelot	GTX Pro	Inity	7/19/2017	\$4,821
Marty Freudenburg	GTX Plus Pro	Ontomedia	7/19/2017	\$5,482
Marty Freudenburg	MG Advanced		7/19/2017	\$3,393
Niesha Huffines	GTX Basic	Hatfan	7/19/2017	\$550
Darcel Schlecht	GTX Plus Basic		7/20/2017	\$2,192
Darcel Schlecht	GTX Pro		7/20/2017	\$4,821
Jonathan Berthelot	GTX Basic		7/20/2017	\$1,650
Jonathan Berthelot	GTX Basic	Cheers	7/20/2017	\$550
Jonathan Berthelot	GTX Plus Basic		7/20/2017	\$1,096
Jonathan Berthelot	GTX Plus Basic	Gekko & Co	7/20/2017	\$1,096
Jonathan Berthelot	GTX Pro		7/20/2017	\$4,821
Jonathan Berthelot	MG Special		7/20/2017	\$55
Marty Freudenburg	GTX Pro	Sumace	7/20/2017	\$4,821
Niesha Huffines	GTX Plus Basic		7/20/2017	\$1,096
Niesha Huffines	GTX Plus Pro	Blackzim	7/20/2017	\$5,482
Darcel Schlecht	GTX Pro		7/21/2017	\$9,642
Darcel Schlecht	MG Advanced	Bubba Gump	7/21/2017	\$3,393
Darcel Schlecht	MG Advanced	Scotfind	7/21/2017	\$3,393
Darcel Schlecht	MG Special	Betasoloin	7/21/2017	\$55
Gladys Colclough	GTX Basic		7/21/2017	\$550
Gladys Colclough	MG Advanced		7/21/2017	\$3,393
Total				\$541,715

