

Community Sales Report

| March 01, 2020 | | Verano | | | | | | | | | | May 26, 2020 | | |
|---------------------|-----------|-----------------------------|--|---------------------------|---------------------------|--------------------------------------|---------------------|---------------------------------|-------------|---------------------|-------------------------|-------------------------------------|------------------------------|---------------------------|
| Salesperson | Traffic | VMs Completed With Customer | Sales From VMs Completed With Customer | VM Links Sent to Customer | VMs Completed by Customer | Sales From VMs Completed by Customer | Total VMs Completed | Sales When VMs is Not Completed | Total Sales | VMs Conversion Rate | Overall Conversion Rate | Avg Days First Visit to VM Complete | Avg Days First Visit to Sold | Avg Days VM Comp. to Sold |
| Drugas, Katelin | 1 | 1 (100%) | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0% | 0% | 1 | | |
| Fleischman, Kent | 1 | 0 (0%) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0% | | | |
| Friedman, Marc | 2 | 0 (0%) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0% | | | |
| Heaston, Rick | 6 | 2 (33%) | 0 | 2 | 1 | 0 | 3 | 0 | 0 | 0% | 0% | 0 | | |
| Horvit, Adam | 2 | 1 (50%) | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0% | 0% | 3 | | |
| Lichtenfels, Stacey | 1 | 0 (0%) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0% | 0% | | | |
| Miletti, Yvette | 3 | 0 (0%) | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0% | 0% | 0 | | |
| Totals | 16 | 4 (54%) | 0 | 3 | 2 | 0 | 6 | 0 | 0 | | 0% | 1 | | |