

Community Sales Report

| January 01, 2018 | | Verano | | | | | | | | | | February 29, 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 |
| Heaston, Rick | 2 | 2 (100%) | 0 | 0 | 0 | 0 | 2.00 | 0 | 0.00 | 0% | 0% | 0 | | |
| Horvit, Adam | 1 | 0 (0%) | 0 | 0 | 0 | 0 | 0.00 | 0 | 0.00 | 0% | 0% | | | |
| Totals | 3 | 2 (100%) | 0 | 0 | 0 | 0 | 2 | 0 | 0 | | 0% | 0 | | |