## Sales Activity Report

For Month 2013

Salesperson Territory	Date	
	FORECAST	ACTUAL
Gross Sales	\$100,000	\$180,000
Ovene Boofd	96,000	50,000

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\$100,000	\$180,000
25,000	50,000
25.0%	27.8%
15,000	24,000
15.0%	13.3%
	\$100,000 25,000 25,0% 15,000

NE CHANGE F YORK TO CHOOSE CHINGS	E-3.10.78	£1.07
Net Profit	15,000	24,000
% Net Profit to Gross Sales	15.0%	13.35
Salary	7,000	7,000
Commission	3,500	4,000
Especie: Auto	1,000	1,100

Salary	7,000	7,000
Commission	3,500	4,000
Expense: Auto	1,000	1,100
Travel	500	500
Entertainment	1,000	1,200
Other	100	500
Total Days Worked	22.00	21.00

Expense: Auto	1,000	1,100
Travel	500	500
Entertainment	1,000	1,200
Other	100	500
Total Days Worked	22.00	21.00
Number of Calls Made	100	110
Australia Calle Day Day	4.5	5.0

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Entertainment	1,000	1,200
Other	100	500
Total Days Worked	22.00	21.00
Number of Calls Made	100	110
Average Calls Per Day	4.5	52
Morehon of Mass Associate	3.0	

Entertainment	1,000	1,200
Other	100	500
Total Duys Worked	22.00	21.00
Number of Calls Made	100	110
Augrenia Calle Reg Day	4.5	E 4

21.00
110
52
12

Other	100	500
Total Days Worked	22.00	21.00
Number of Calls Made	100	110
Average Calls Per Day	4.5	5.9

Number of Calls Made	100	110
Average Calls Per Day	4.5	52
Number of New Accounts	10	12
Minimakow of Associated Cost	- 2	

Number of Accounts at Period End Number of Potential Accounts