Revenue Won

Results

Revenue Won trended up, resulting in a 25,555.38% increase between Monday, August 24, 1896 and Friday, September 30, 1898.

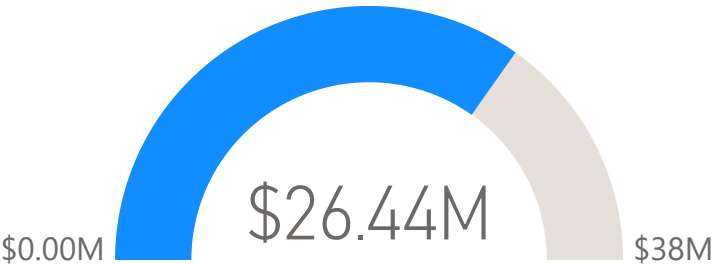Revenue Won started trending down on Thursday, August 25, 1898, falling by 78.08% ($59,385.00) in 1.17 months.

Revenue Won was trending up between Friday, April 8, 1898 and Wednesday, August 24, 1898 with a rise of $54,332.00 but had a significant change in trend and dropped by $59,385.00 starting Thursday, August 25, 1898.
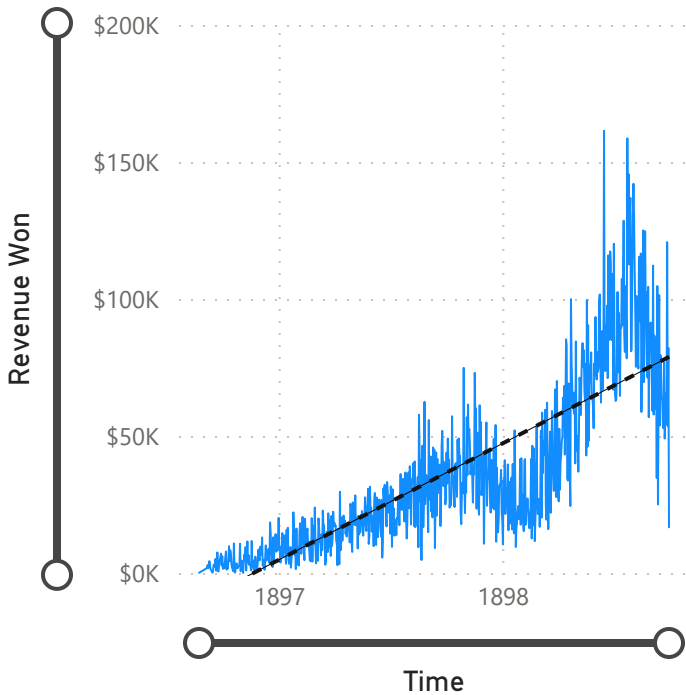
Filters

Product Category

All

Revenue Won Vs Revenue Goal

$0.00M $26.44M $38M

Revenue Won Over Time

Top Predictors For Revenue Won

Key influencers Top segments

What influences Revenue Won to [Increase] ?

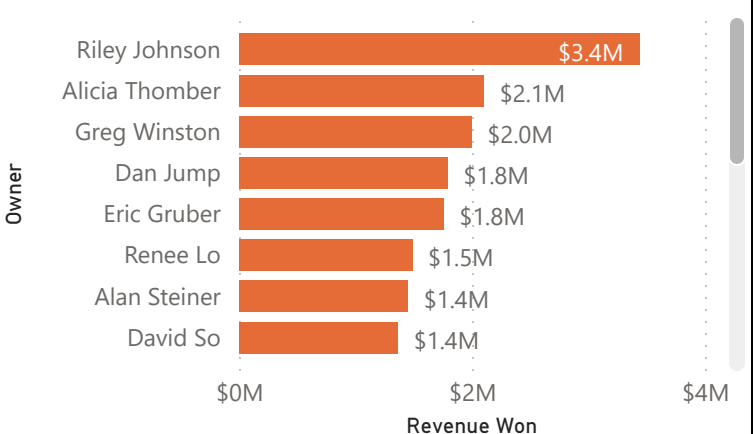| When...	....the average of Revenue Won increases by
YEAR is 2021	$2.03K
Forecast goes up 2496.21	$1.94K
Product is 1 Year Warranty	$1.65K

Revenue Won By Industry

Industry	Revenue Won
Life Insurance	$2,600,229.00
Computer Software: Programming, Data Processing	$2,578,059.00
Real Estate Investment Trusts	$2,478,403.00
Major Pharmaceuticals	$1,791,435.00
Business Services	$1,711,558.00
Major Banks	$1,644,587.00
Property-Casualty Insurers	$978,014.00
Investment Managers	$867,250.00
Total	**$23,680,762.00**

Revenue Won by Owner

Owner	Revenue Won
Riley Johnson	$3.4M
Alicia Thomber	$2.1M
Greg Winston	$2.0M
Dan Jump	$1.8M
Eric Gruber	$1.8M
Renee Lo	$1.5M
Alan Steiner	$1.4M
David So	$1.4M

Forecast

Results

Forecast trended up, resulting in a 8,220.00% increase between Monday, August 24, 1896 and Tuesday, March 21, 1899.

Forecast started trending down on Thursday, January 26, 1899, falling by 94.09% ($86,171) in 1.83 months.

Forecast dropped from $91,579 to $5,408 during its steepest decline between Thursday, January 26, 1899 and Tuesday, March 21, 1899.

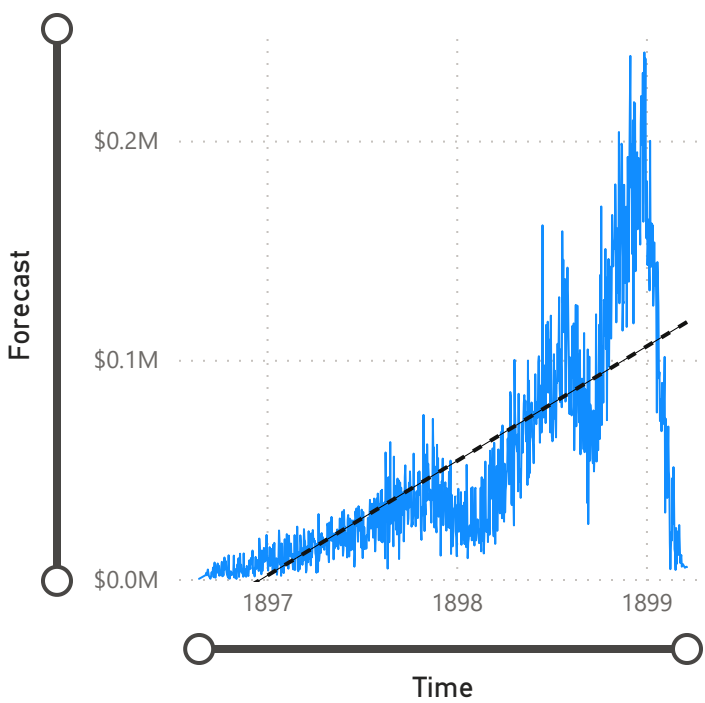At $6,140,398, Riley Johnson had the highest Forecast and was 887.95%

Filters

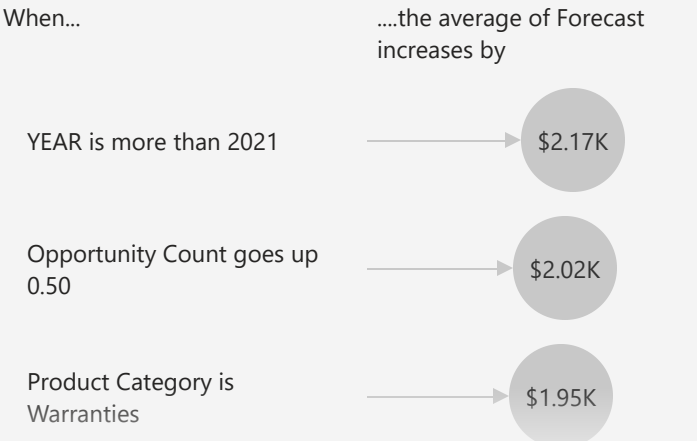### Product Category

All

$46.34M

Forecast

Forecast Over Time

Top Predictors For Revenue Won

Key influencers   Top segments   👍 👎

What influences Forecast to   [Increase ▾]   ?

When...	....the average of Forecast increases by
YEAR is more than 2021	$2.17K
Opportunity Count goes up 0.50	$2.02K
Product Category is Warranties	$1.95K

Forecast By Industry

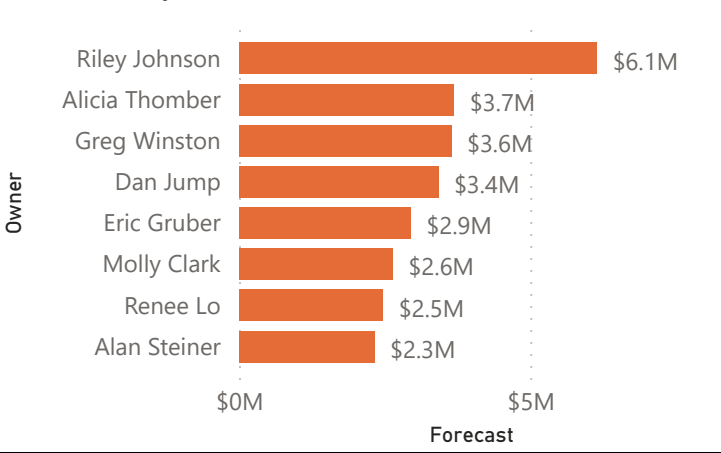| Industry	Forecast
Air Freight/Delivery Services	$335,314
Automotive Aftermarket	$220,190
Biotechnology: Commercial Physical & Biological Research	$138,797
Business Services	$3,239,296
Clothing/Shoe/Accessory Stores	$152,586
Computer Manufacturing	$897,106
Computer Software: Prepackaged Software	$1,321,071
Total	**$41,662,387**

Forecast by Owner

Wins And Losses

Results

Count of Lost (150.00% increase) and Count of Won (200.00% increase) both trended up between Monday, July 13, 1896 and Friday, September 30, 1898.

Count of Lost started trending up on Sunday, August 28, 1898, rising by 68.42% (13) in 1.03 months.

Count of Won dropped from 16 to 3 during its steepest decline between Thursday, August 25, 1898 and Friday, September 30, 1898.
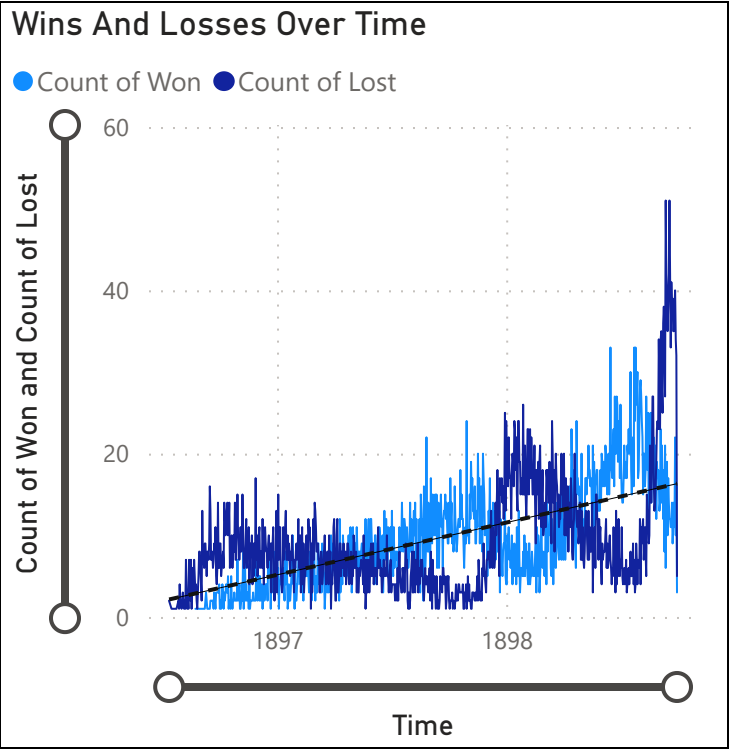
Filters

Product Category ⌄

- ☐ Accessories
- ☐ Devices
- ☐ Warranties

7,282	7,385
Count of Won	Count of Lost

Wins And Losses Over Time

● Count of Won ● Count of Lost

Wins And Losses By Industry

Industry	Count of Won	Count of Lost
Air Freight/Delivery Services	48	151
Automotive Aftermarket	37	57
Biotechnology: Commercial Physical & Biological Research	25	9
Business Services	488	210
Clothing/Shoe/Accessory Stores	29	90
Total	**6,534**	**6,746**

Top Predictors For Winning

Key influencers   Top segments   👍 👎

What influences Count of Won to   [Increase ⌄] ?

When...	....the average of Count of Won increases by
Account Name is Osinski-Schulist	0.32
Opportunity Count goes up 0.45	0.28
State or Province is WA	0.26

Count of Won and Count of Lost by Owner

● Count of Won ● Count of Lost
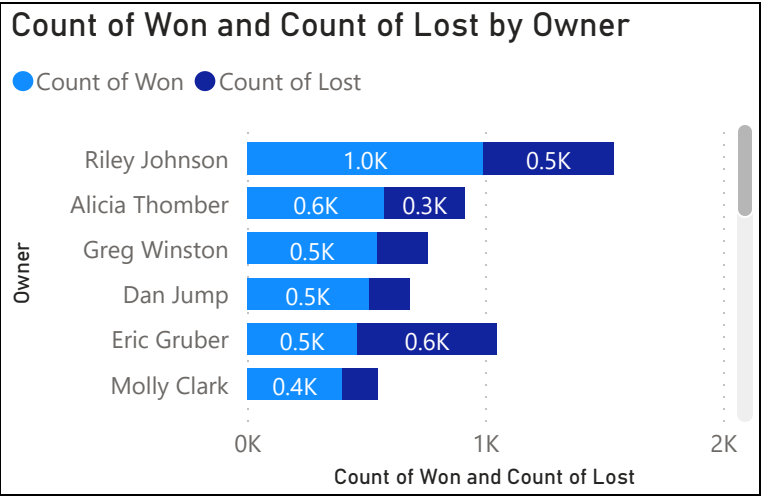
Manager Insights

Results

At $9,815,874.00, Amelie Garner had the highest Revenue Won and was 22.38% higher than Ethan Brooks, which had the lowest Revenue Won at $8,020,694.00.

Amelie Garner had the highest Revenue Won at $9,815,874.00, followed by Peyton Davis at $8,599,357.00 and Ethan Brooks at $8,020,694.00.

Manager	Close %	Count of Lost	Count of Won
Amelie Garner	49.5%	2,704	2,647
Ethan Brooks	40.0%	3,277	2,189
Peyton Davis	63.5%	1,404	2,446
Total	**49.6%**	**7,385**	**7,282**

Manager	Forecast	Opportunity Count
Amelie Garner	$16,804,614	7,255
Ethan Brooks	$14,137,047	7,361
Peyton Davis	$15,394,625	5,384
Total	**$46,336,286**	**20,000**

Revenue Won by Manager
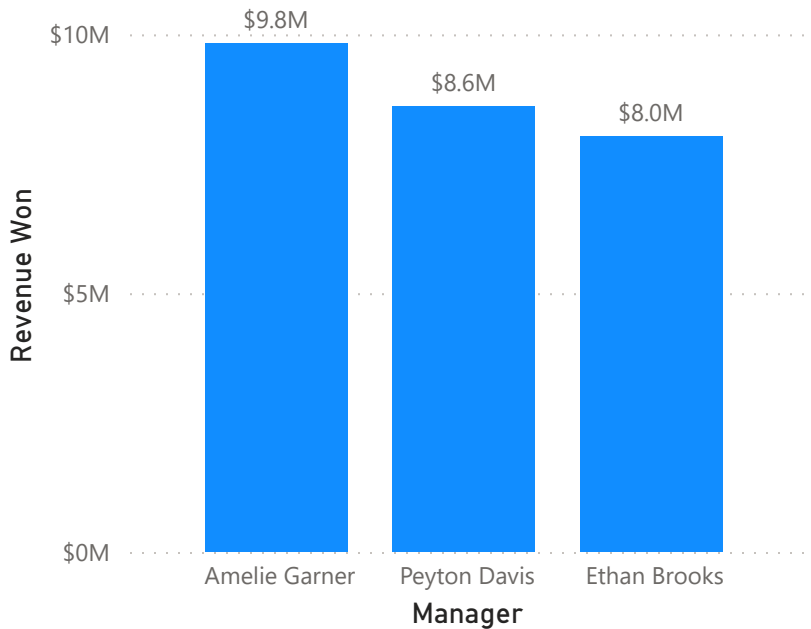
State or Province and Manager

Manager ● Amelie Garner ● Ethan Brooks ● Peyton Davis
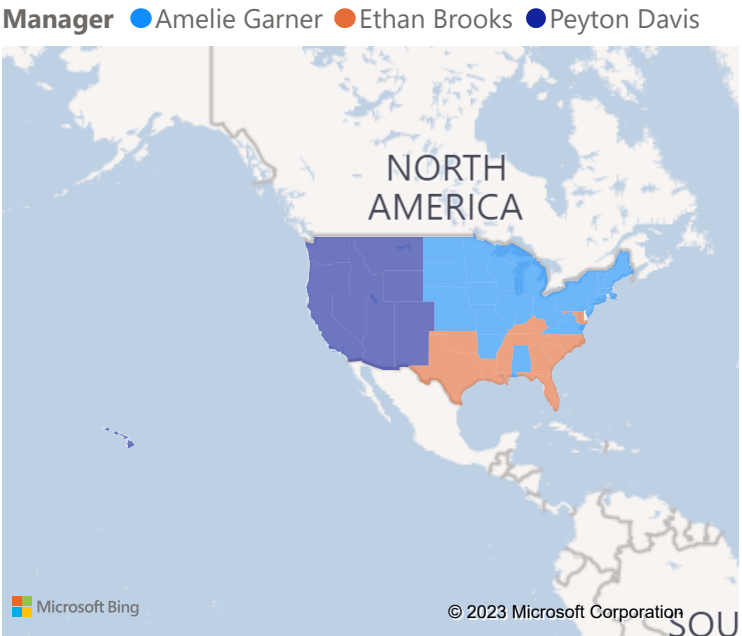
Average of Probability by Manager
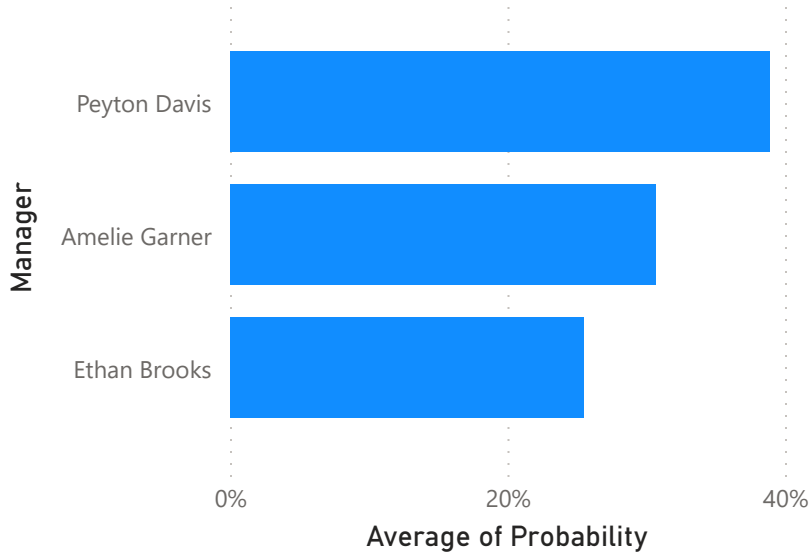
Count of Won by Manager
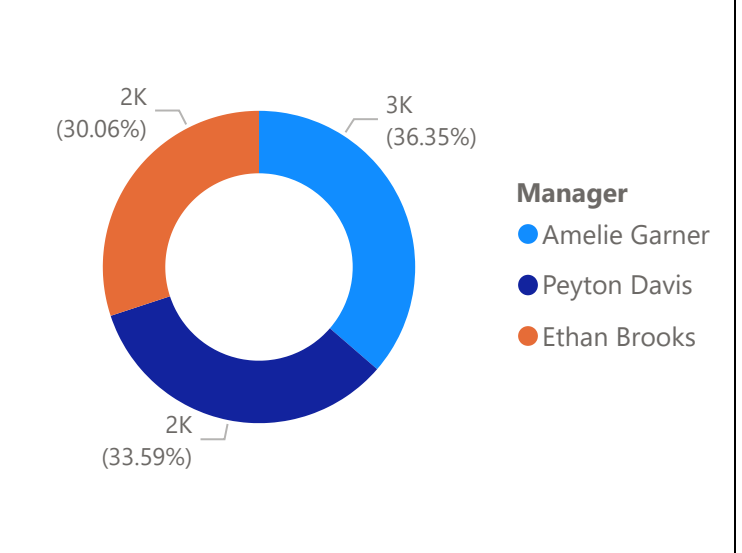
Accounts

Filters

Industry

- [ ] Air Freight/Delivery Services
- [ ] Automotive Aftermarket
- [ ] Biotechnology: Commercial Physical & Biol...
- [ ] Business Services
- [ ] Clothing/Shoe/Accessory Stores
- [ ] Computer Manufacturing
- [ ] Computer Software: Prepackaged Software
- [ ] Computer Software: Programming, Data Pr...
- [ ] Diversified Commercial Services
- [ ] EDP Services
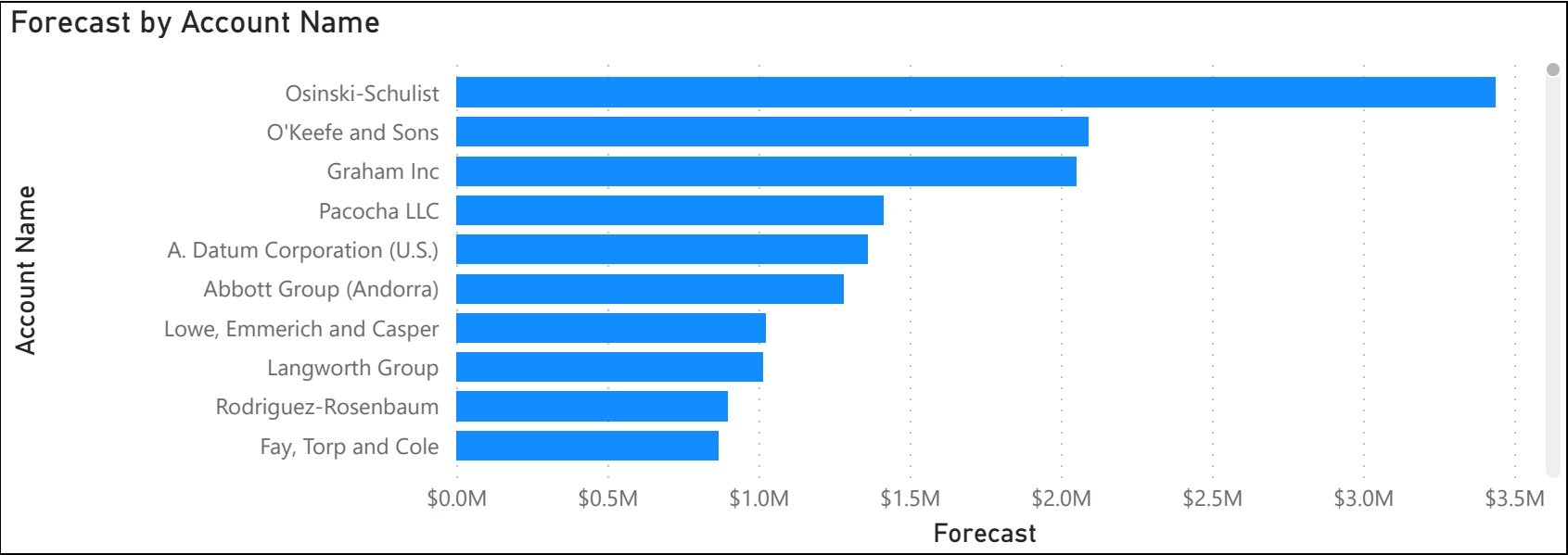- [ ] Electric Utilities: Central
- [ ] Food Distributors
- [ ] Forest Products
- [ ] Home Furnishings
- [ ] Hospital/Nursing Management
- [ ] Industrial Machinery/Components
- [ ] Integrated oil Companies

Forecast by Account Name

Horizontal bar chart of Forecast by Account Name:

- Osinski-Schulist: ~$3.4M
- O'Keefe and Sons: ~$2.1M
- Graham Inc: ~$2.1M
- Pacocha LLC: ~$1.4M
- A. Datum Corporation (U.S.): ~$1.35M
- Abbott Group (Andorra): ~$1.3M
- Lowe, Emmerich and Casper: ~$1.05M
- Langworth Group: ~$1.0M
- Rodriguez-Rosenbaum: ~$0.9M
- Fay, Torp and Cole: ~$0.9M

300
Number Of Accounts

49.6%
Close %

Fay Inc
Most Common Account Name

Account Name	Revenue Won
Osinski-Schulist	$1,966,900.00
O'Keefe and Sons	$1,131,512.00
Graham Inc	$1,077,742.00
A. Datum Corporation (U.S.)	$854,480.00
Pacocha LLC	$780,736.00
Abbott Group (Andorra)	$676,070.00
Langworth Group	$614,011.00
Rodriguez-Rosenbaum	$596,613.00
Lowe, Emmerich and Casper	$520,792.00
Fay, Torp and Cole	$512,931.00
Kertzmann, Herzog and Gerhold	$399,042.00
Total	**$12,316,841.00**

Accounts By State

Filters

Territory

- [ ] US-MIDWEST
- [ ] US-NORTHEAST
- [ ] US-SOUTH
- [ ] US-WEST

Unique Account Names

Account Name

A. Datum Corporation (U.S.)
Abbott Group (Andorra)
Abbott Group (Florida)
Abbott LLC (Hawaii)
Abbott-Ferry
Abernathy-Kulas
Altenwerth-Halvorson
Ankunding-Robel
Bartell, Harris and Bartell
Bartoletti Inc
Bashirian-Torp

Most Common Account By State

CA
Zulauf, Brekke and West
Most Common Account Name

NC
Ziemann-Senger
Most Common Account Name

UT
Zboncak, Carter and Quigley
Most Common Account Name

VA
Zboncak Inc
Most Common Account Name

FL
Yost-Bins
Most Common Account Name

IL
Yost, Predovic and Gaylord
Most Common Account Name

NY
Wyman, Lubowitz and Armstrong
Most Common Account Name

NJ
Wunsch, Carter and Langosh

Number Of Accounts by State or Province

Microsoft Bing
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Number Of Unique Accounts In Each State