

Andy's Deal Formula

Deal Owner Name	Total Amount	Won Amount	Lost Amount	Avg Sales Cycle	Avg Age in Days	Win Rate %	Loss Rate %
Anna Powell	\$180,766.47	\$56,678.45	\$41,948.50	10.32	14.55	66.7%	33.3%
Lori Lund	\$381,320.94	\$107,556.58	\$69,118.00	3.82	4.41	83.3%	16.7%
Mollie Moore	\$94,439.32	\$45,001.76		-20.92	-3.11	100.0%	0.0%
Sherry Martin	\$431,516.70	\$221,348.44	\$36,451.97	4.38	18.74	91.7%	8.3%
Grand Summary:	\$1,088,043.43	\$430,585.23	\$147,518.47	-0.90	9.90	88.2%	11.8%