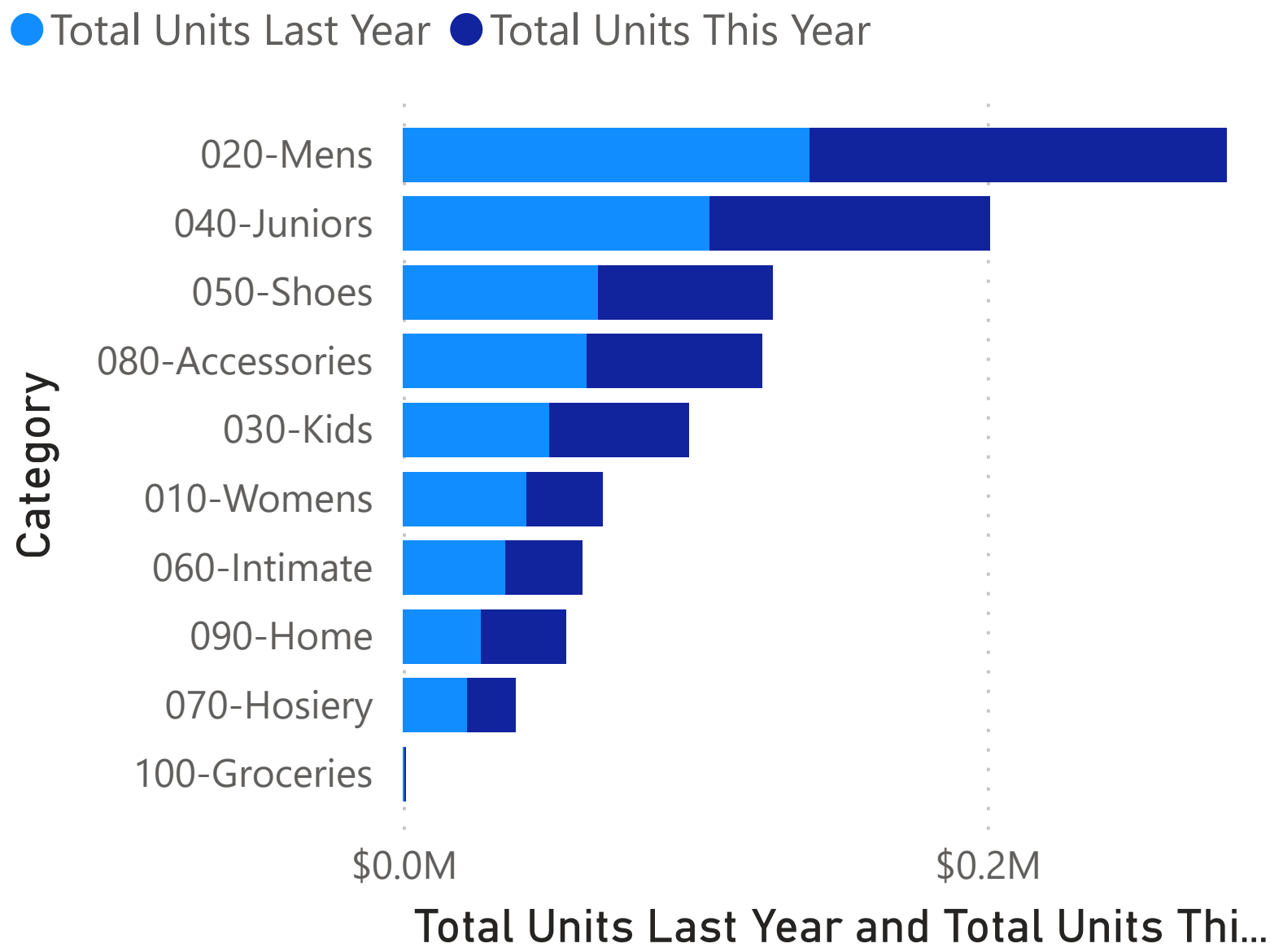


Total Units Last Year and Total Units This Year by Category



Total Units This Year by Buyer



At \$139,269, 020-Mens had the highest Total Units Last Year and was 18,152.82% higher than 100-Groceries, which had the lowest Total Units Last Year at \$763.

Total Units Last Year and total Total Units This Year are positively correlated with each other.

020-Mens accounted for 25.25% of Total Units Last Year.

Total Units Last Year and Total Units This Year diverged the most when the Category was 010-Womens, when Total Units Last Year were \$16,329 higher than Total Units This Year.

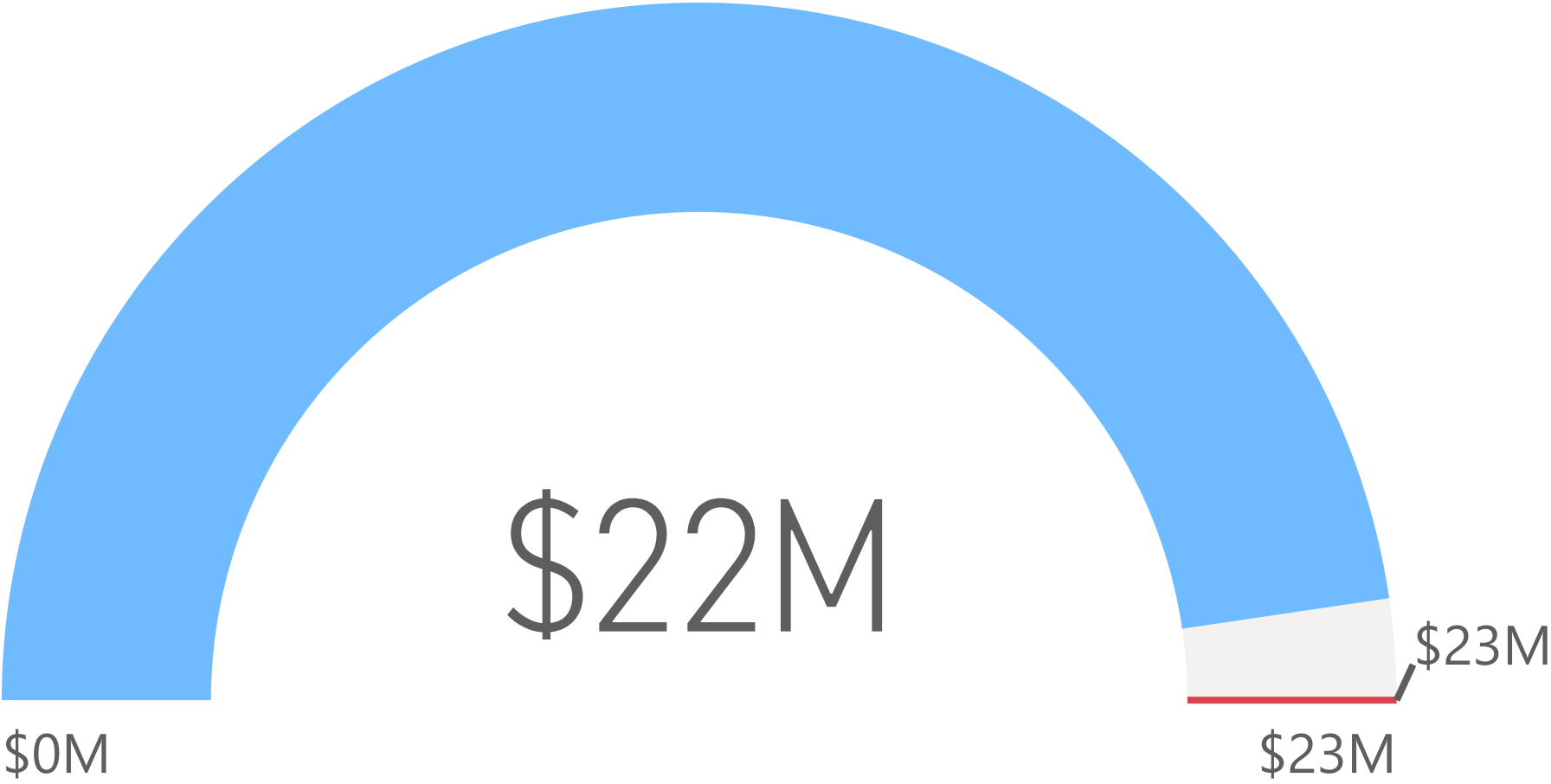
Choose one or more Territories

- Territory
- ☐ DE
- ☐ GA
- ☐ KY
- ☐ MD
- ☐ NC
- ☐ OH
- ☐ PA
- ☐ SC
- ☐ TN
- ☐ VA



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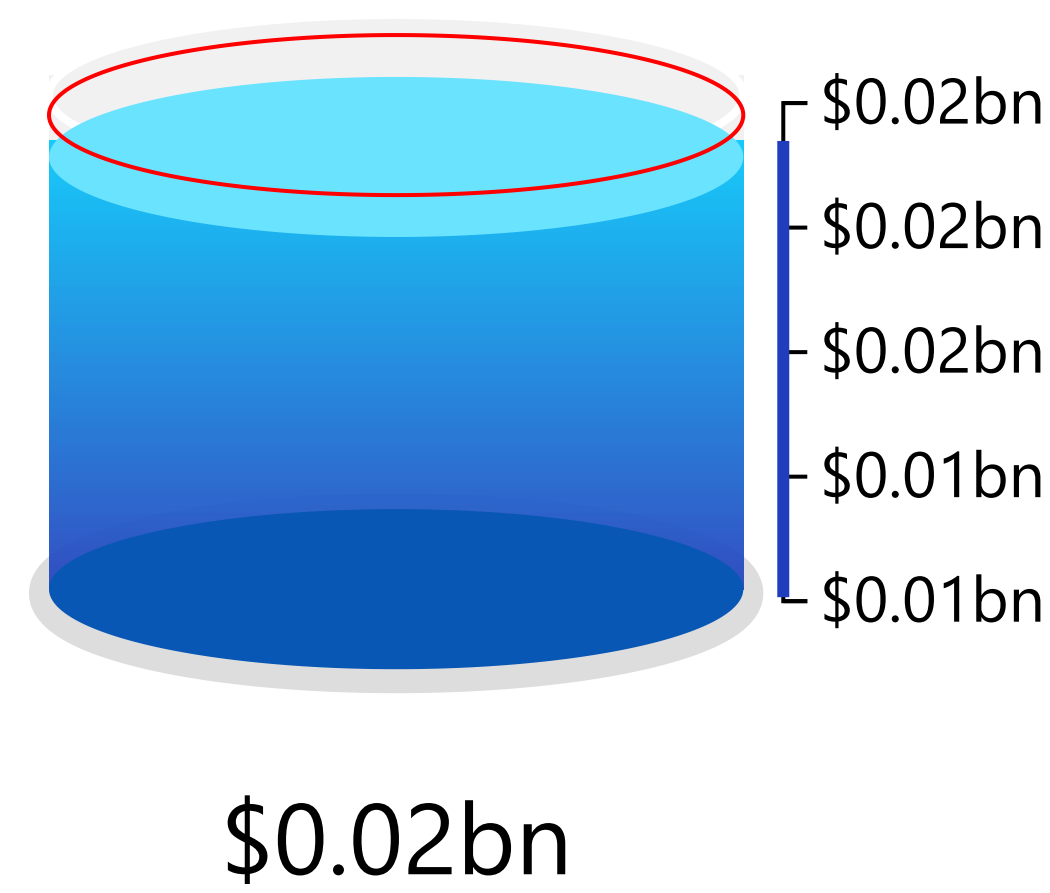
# Sales vs Goal



## City

- Abingdon, MD
- Akron, OH
- Alexandria, VA
- Altoona, PA
- Anderson, SC
- Annapolis, MD
- Asheville, NC
- Athens, GA
- Augusta, GA
- Beavercreek, OH
- Beckley, WV
- Belle Vernon, PA
- Boardman, OH

This Year Sales, This Year Sales  
Goal and This Year Sales Goal





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\$4M

Total Units This Year

DM	This Year Sales Goal
Chris McGurk	\$1,112,443
Allan Guinot	\$1,235,030
Annelie Zubar	\$1,386,792
Chris Gray	\$1,461,924
Brad Sutton	\$1,583,980
Tina Lassila	\$3,754,106
Carlos Grilo	\$4,013,249
Valery Ushakov	\$4,040,160
Andrew Ma	\$4,544,918
Total	\$23,132,601