

# Report 1

## Business Activity

## Submitted

## Placed

	Days Wrkd	Appts Schd	Appts Kept	Tel Dials	Tel Rchs	Tel Apmt	Meal	Leads (QS)	Refr Atmp	Refr Obtn	New Seens	New Facts	Case Opnd	Clos	Pts	Core Sis	Other Sis	New Clnts	Core FYC	Other FYC	Core Sales	Other Sales	New Clnts	Core FYC	Other FYC	Total FYC
Goals	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20
Daily Averages																										
	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN	NaN
Totals for period																										
															0											

## Activity Values and Averages

Activity	Dollar value of each in paid for FYC	Sale	Day	New Client
Days Worked	NaN	NaN	NaN	Nan
Appmts Scheduled	NaN	NaN	NaN	Nan
Appointment Kept	NaN	NaN	NaN	Nan
Dials	NaN	NaN	NaN	Nan
Reached	NaN	NaN	NaN	Nan
Appmts Made by Phone	NaN	NaN	NaN	Nan
Bussiness Meals	NaN	NaN	NaN	Nan
Qualified Suspect	NaN	NaN	NaN	Nan
Referral Attempts	NaN	NaN	NaN	Nan
New Seens	NaN	NaN	NaN	Nan
New Facts	NaN	NaN	NaN	Nan
Cases Opened	NaN	NaN	NaN	Nan
Closing Interviews	NaN	NaN	NaN	Nan
Efficiency Points	NaN	NaN	NaN	Nan
*New Leads and new facts are the '10' and the '2' of the famous '10-3-1' new Client Accusation ratio				

## Key Skill Ratios

Phoning Efficiency	Actual	Goals
Dials to Reached	NaN	25%
Reaches to appointment made	NaN	25%
Appointment Efficiency		
Appointment schedule to Kept % to Reached	NaN	25%
Referral Obtained per attempt	NaN	25%
QS to New facts %	NaN	25%
New facts to open cases %	NaN	25%
Cases opened to Closing Interviews %	NaN	25%
Selling Efficiency		
Cases opened to Total Sales Submitted %	NaN	25%
Average Placed FYC per Core Sales	NaN	25%
Average Placed FYC per Other Sales	NaN	25%
Core Sale Underwriting success	NaN	25%
Points per Kept appointment	NaN	25%

## Inventory report

Short Term Inventory
# of Cases : 5
Weighted FYC : \$8200
Long Term Inventory
# of Cases : 2
Weighted FYC : \$9875
Submitted Inventory
# of Cases : 3
FYC : \$4400
Active Clients
# of Cases : 0
FYC : \$268500