

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 | Dollar value of each in paid for FYC | Sale | Day | New Client | | | | | | | | | | | | | | | | | | | | | | | |
| Activity | Dollar value of each in paid for FYC | Sale | Day | New Client | | | | | | | | | | | | | | | | | | | | | | | |