

SALES PIPELINE

Product

All

48

Average Engage Period(days)

ACCOUNT

18.20M

Sum of revenue

SALES

Win Rate

48.16%

Loss Rate

28.10%

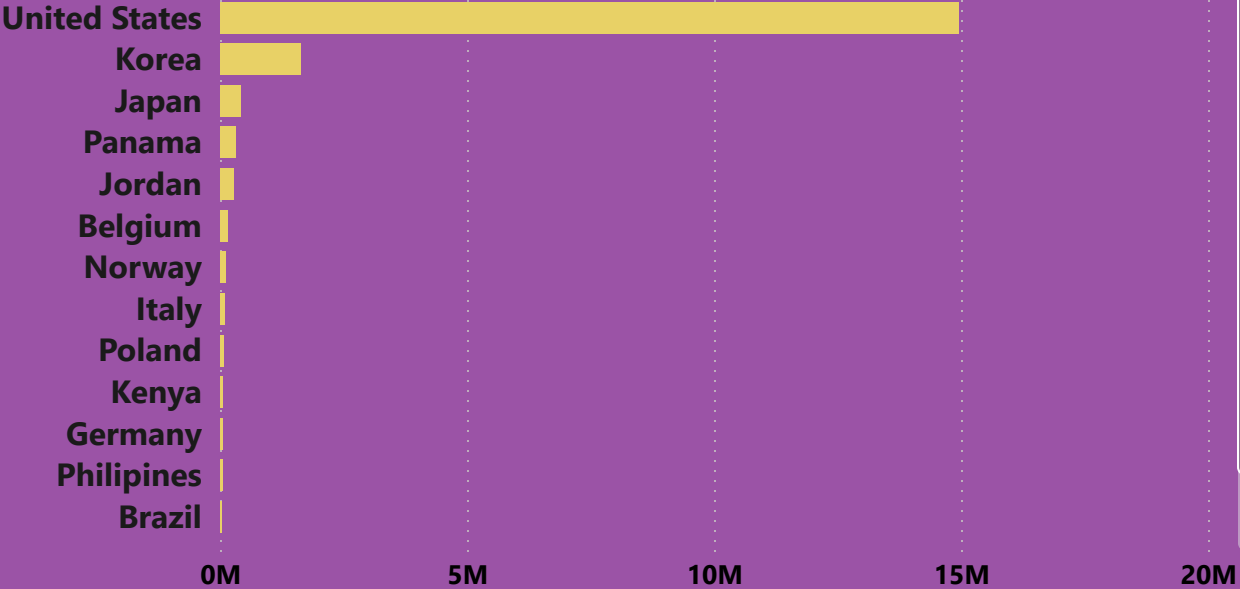
Prospecting

5.68%

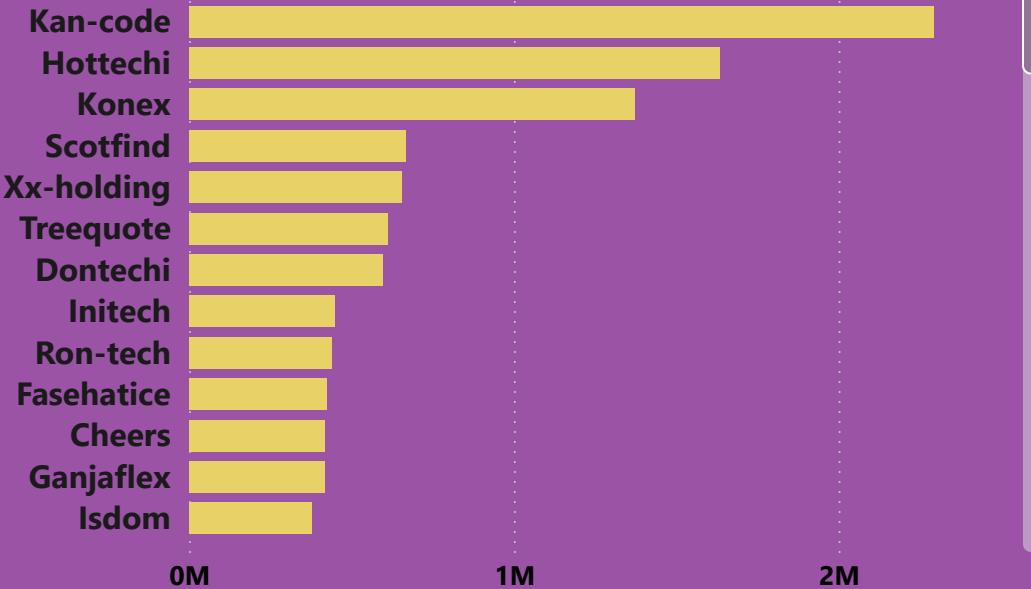
Engaging

18.06%

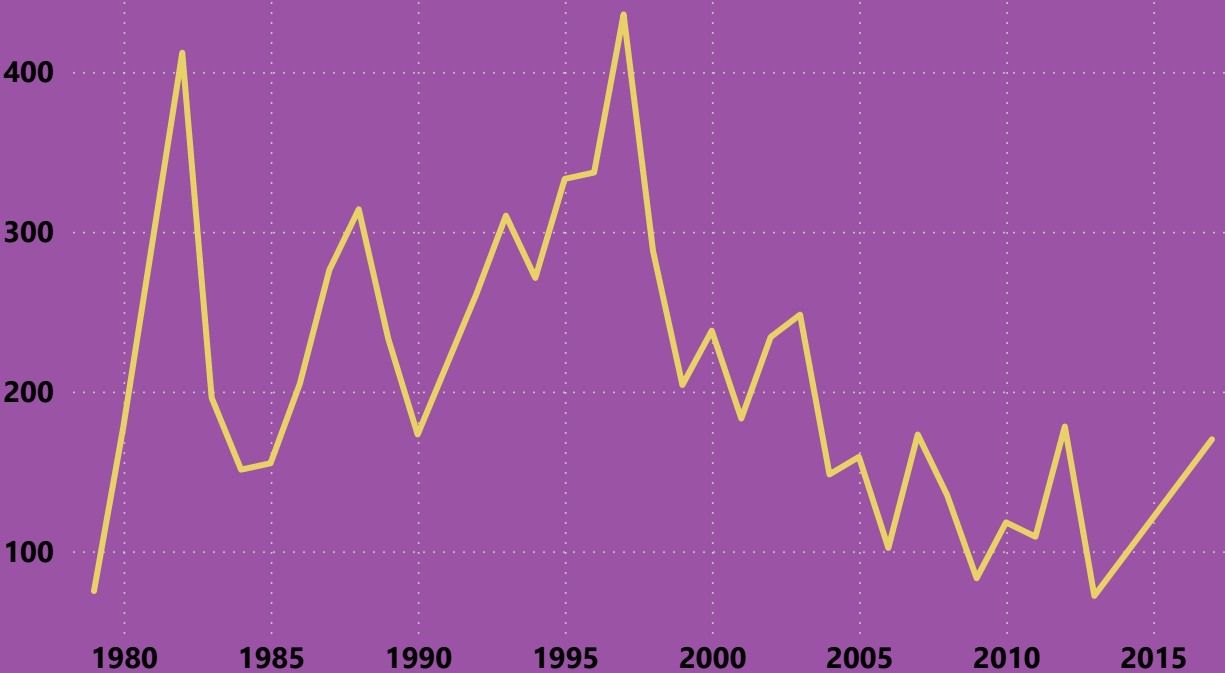
Revenue by Office Location



Revenue by Account



Accounts by Year Established



sector	Loss Rate	Win Rate	Avg Engage Period	Revenue
retail	28.01%	50.79%	46.60	3,081,102.85
technolgy	30.56%	48.76%	47.91	2,408,483.93
medical	30.29%	47.71%	47.07	2,223,000.20
marketing	31.01%	50.89%	46.78	1,569,926.87
software	28.93%	50.99%	48.81	1,560,780.01
finance	29.35%	51.03%	47.84	1,450,842.60
telecommunications	32.34%	50.30%	49.87	1,201,940.44
entertainment	26.16%	56.10%	46.95	981,243.55
services	30.00%	52.31%	47.76	780,118.88
employment	30.55%	51.77%	50.59	667,345.99

Regional office

Central

East

West

Product

All

Sales Price

55

550

1096

3393

4821

5482

26768

10.01M

Sum of Rev Deal

Win Rate

48.16%

Loss Rate

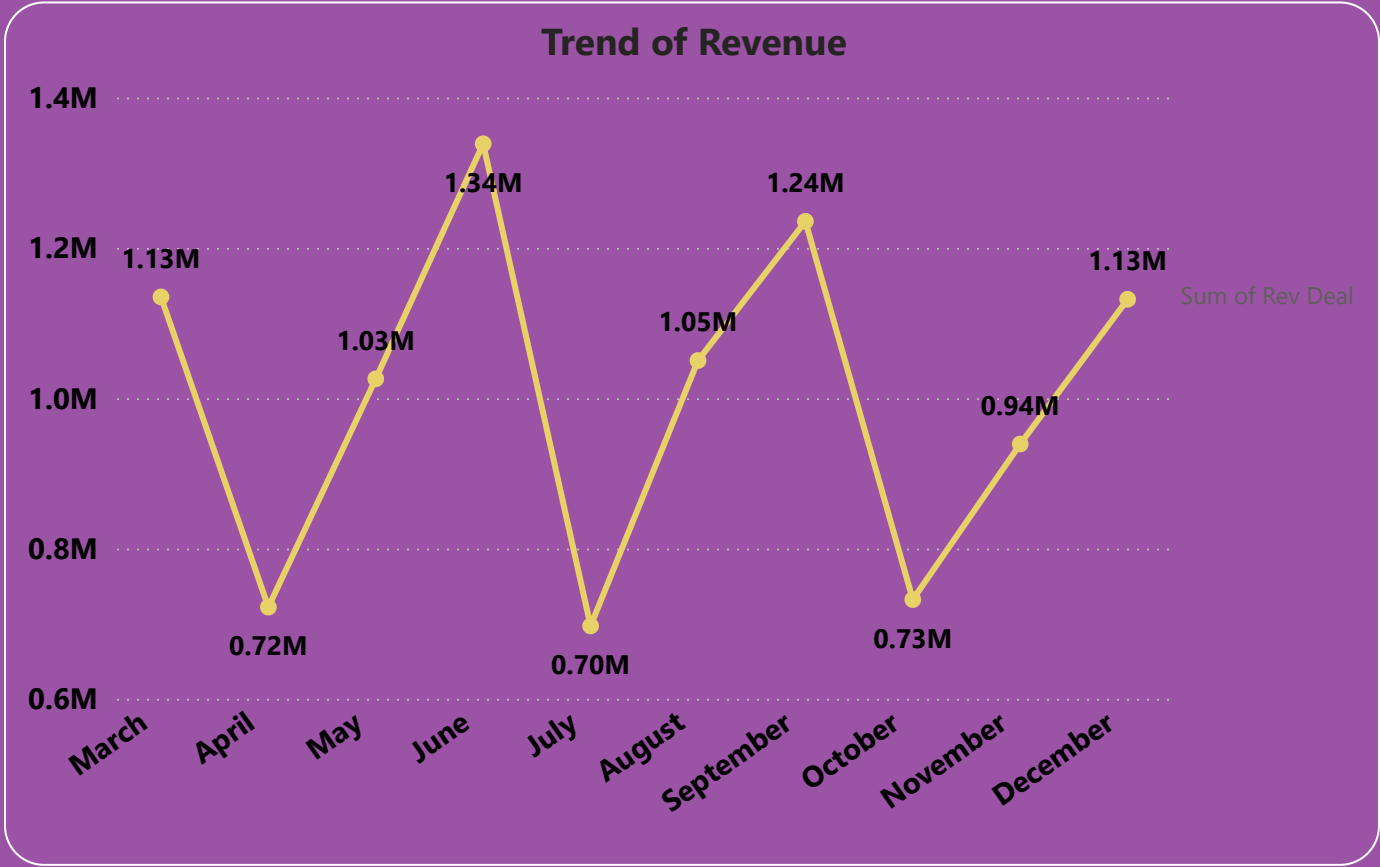
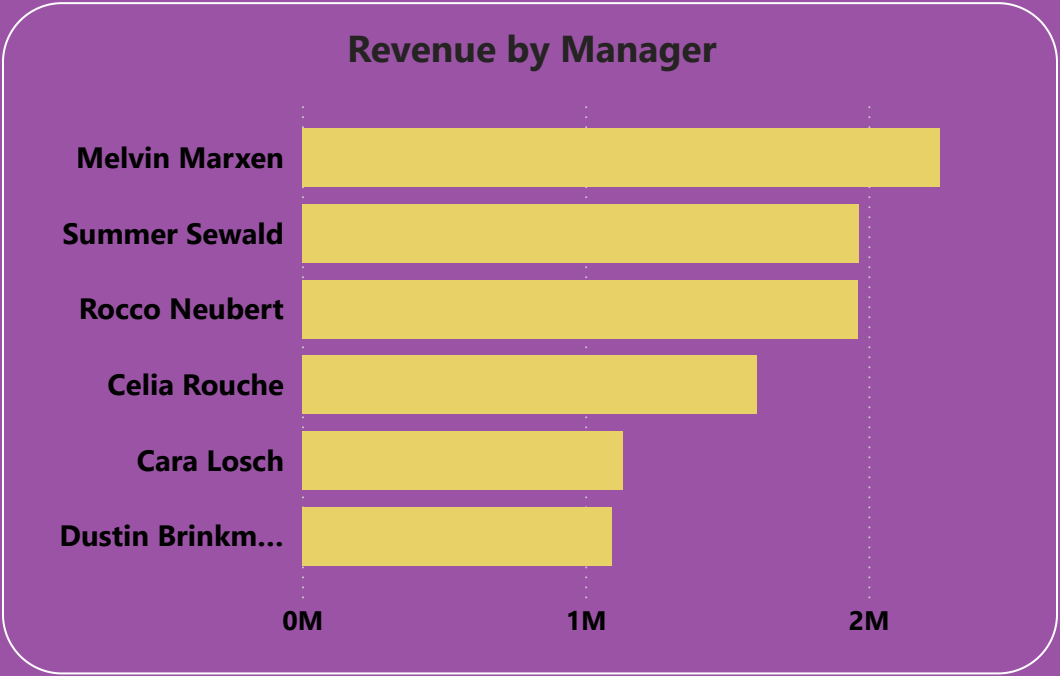
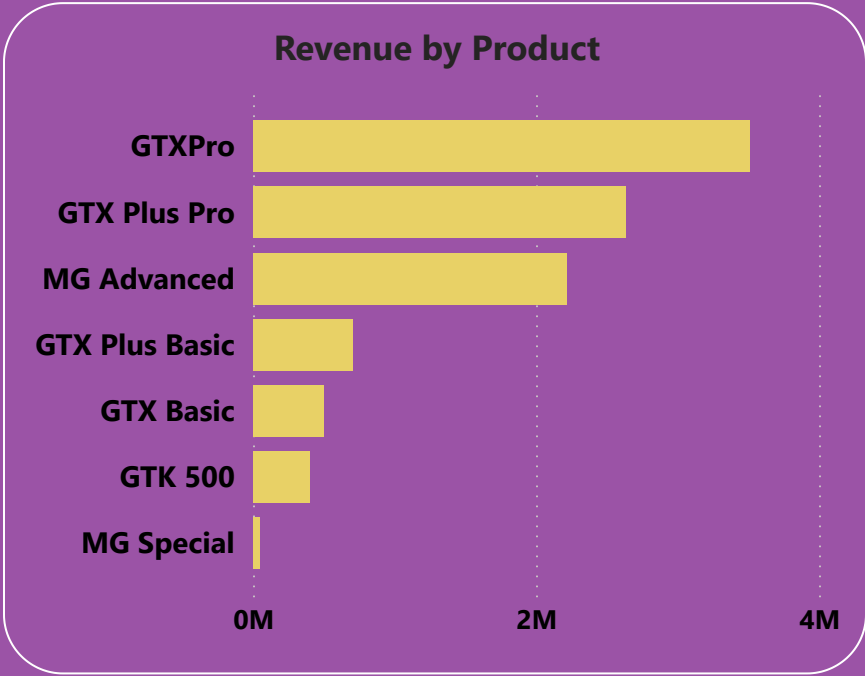
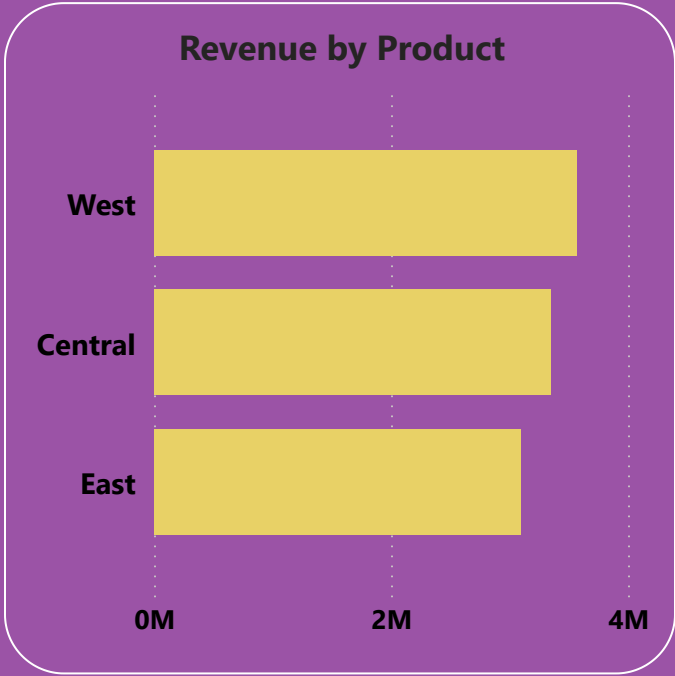
28.10%

Prospecting

5.68%

Engaging

18.06%



Sales Agent	Loss Rate	Win Rate	Revenue
Anna Snelling	32.28%	50.43%	237886
Boris Faz	24.86%	46.41%	215371
Cassey Cress	28.90%	45.78%	383864
Cecily Lampkin	28.14%	58.08%	209701
Corliss Cosme	25.70%	48.59%	401713
Daniell Hammack	28.45%	43.53%	331227
Darcel Schlecht	32.51%	53.20%	1072117
Donn Cantrell	42.17%	57.83%	401208
Elease Gluck	27.50%	42.50%	241193
Garret Kinder	38.32%	61.68%	169673
Gladys Colclough	34.35%	48.26%	281558
Hayden Neloms	23.35%	53.89%	227616
James Ascencio	26.84%	49.78%	344031