

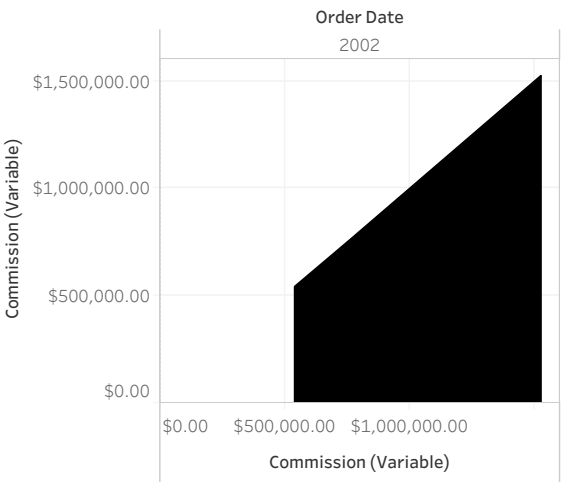
Story 2

Cultrural and political
changes beneficial to ..

Increasing
opportunitines for ga..

Development of fixed
rate pension plans

Order date vs Commission



New business Growth vs Estimation



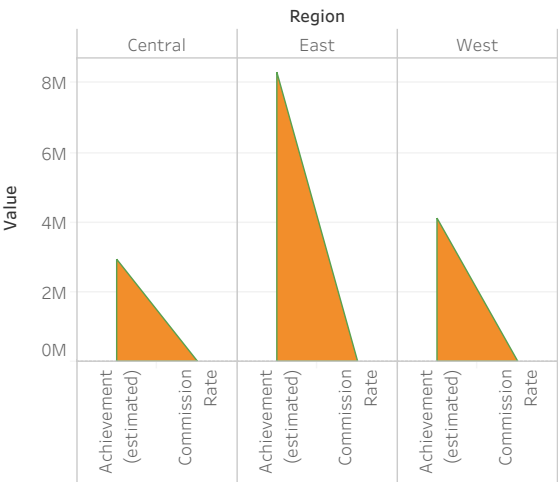
Measure Names

- Achievement (estima..
- Commission Rate

Measure names vs Sales person

Sales Person	% of quota ach..	Achievement (..	Base (Variable)
Barbara Da..	81%	\$403,469.00	\$50,000.00
Betty Clark	35%	\$176,859.00	\$50,000.00
Carol Allen	90%	\$448,279.00	\$50,000.00
Charles Lee	112%	\$562,354.00	\$50,000.00
Christopher..	16%	\$80,850.00	\$50,000.00
Daniel Gonz..	59%	\$295,899.00	\$50,000.00
David Thom..	83%	\$413,276.00	\$50,000.00
Deborah Ad..	41%	\$206,611.00	\$50,000.00
Donald Mit..	15%	\$74,814.00	\$50,000.00
Donna Walk..	38%	\$188,411.00	\$50,000.00
Dorothy Ha..	91%	\$454,096.00	\$50,000.00
Elizabeth M..	138%	\$692,145.00	\$50,000.00
Helen Rodri..	58%	\$288,145.00	\$50,000.00
James Willi..	154%	\$771,108.00	\$50,000.00
Jennifer An..	21%	\$105,709.00	\$50,000.00

Region vs Measure Names



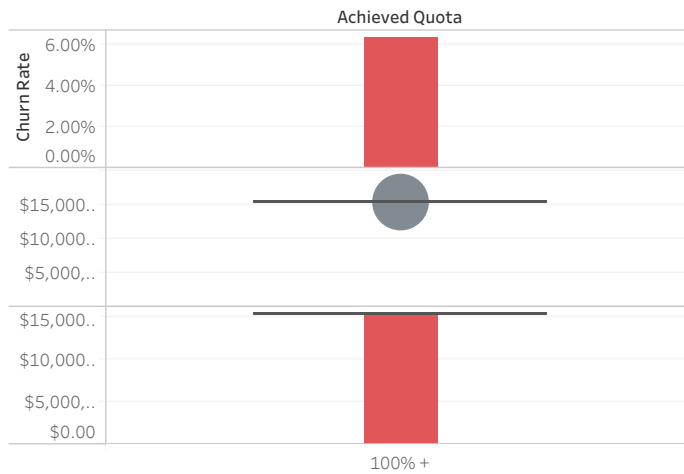
Story 2

Cultural and political changes beneficial to ..

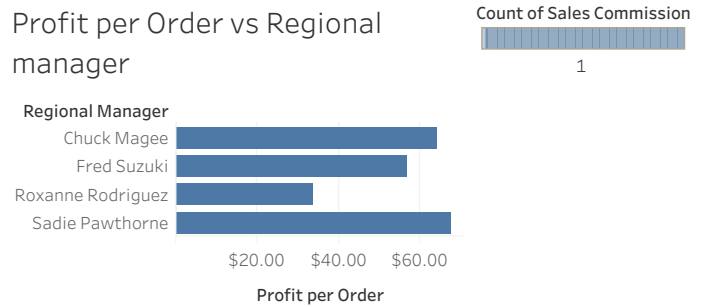
Increasing opportunities for ga...

Development of fixed rate pension plans

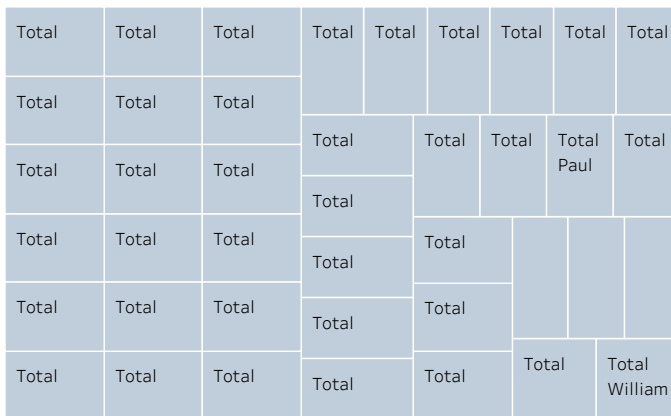
Churn rate vs Achievement



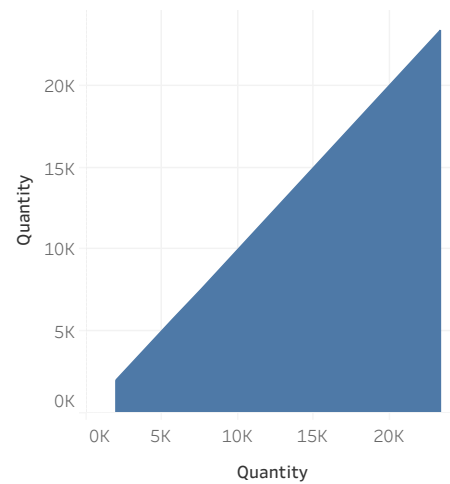
Profit per Order vs Regional manager



Sales



Quantity vs Ship mode



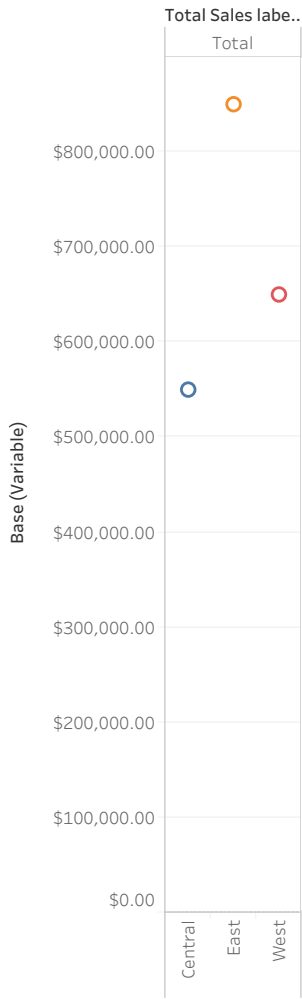
Story 2

Cultrural and political changes beneficial to ..

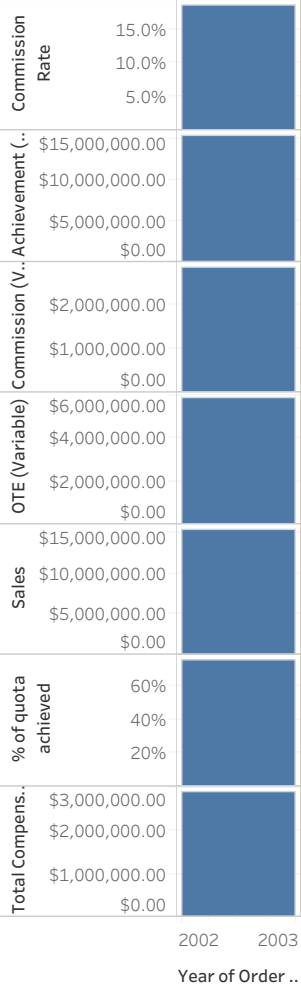
Increasing opportunities for ga..

Development of fixed rate pension plans

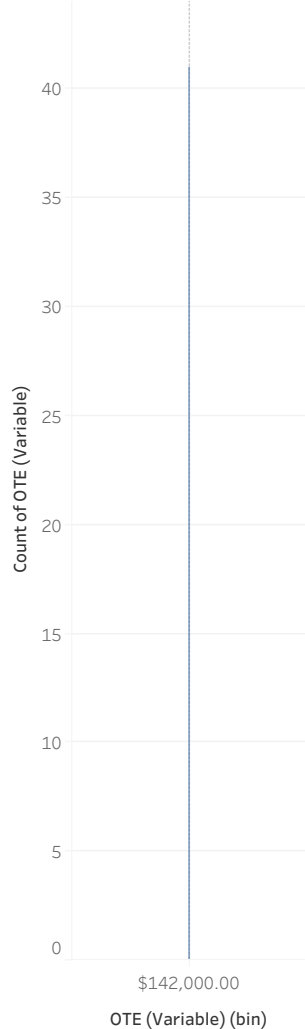
Total sales label vs Region



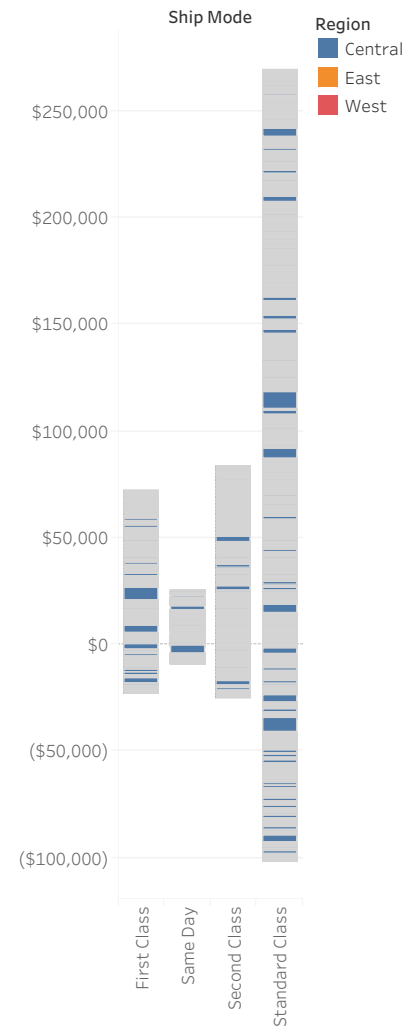
Sort by file vs Measure values



OTE vs CNT



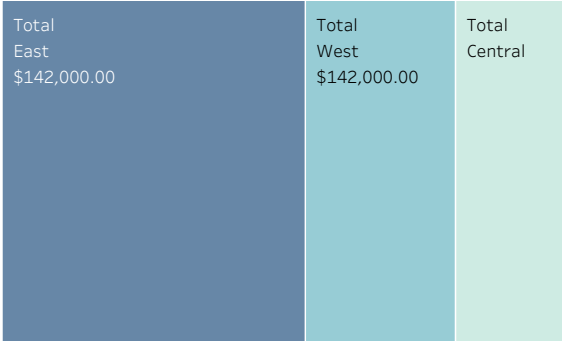
Ship mode vs profit



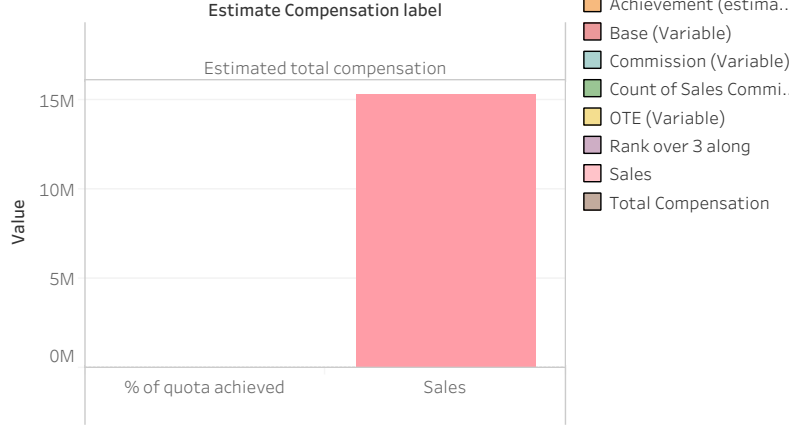
Story 2

Cultrural and political changes beneficial to ..	Increasing opportunitines for ga..	Development of fixed rate pension plans	
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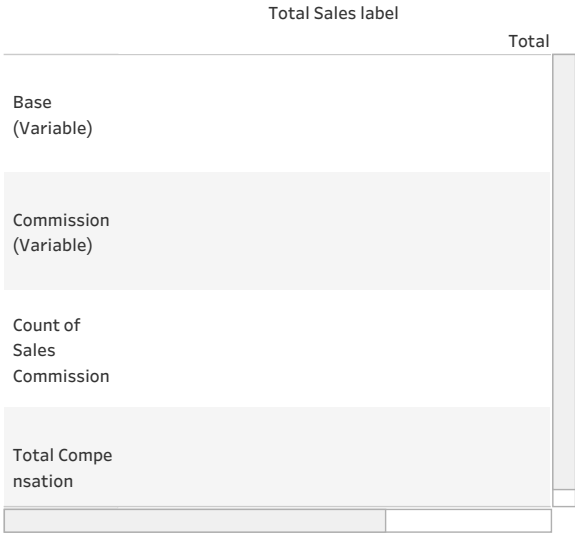
OTE vs Region



Estimate compensation vs Measur values



Total sales label vs Measure names



Names vs Values

