

ANNUAL SALES REP ACTIVITY REPORT TEMPLATE

YEAR: 2020 REPORT PREPARED BY: Julie L. SIGNATURE: _____

SALESPERSONS ACCOUNTED FOR IN THIS REPORT

Kathy M., Sales Representative
Karen E., Sales Representative
Brian M., Sr. Sales Representative
Clay G., Assistant Sales Coordinator
Tasha P., Sr. Sales Representative
Kathleen F., Sales Representative

SALES ACTIVITY SUMMARY

Note: Open to controls for reports below. Summary data from the controls reports will appear in this Summary data, as indicated.

MONTH	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL TOTALS
Outbound Calls	342	441	408	397	441	475	408	408	398	370	390	402	4912
Sales Visits	333	441	398	321	418	475	448	370	378	370	401	378	4756
Total units Sold	339	337	402	321	338	402	390	374	348	333	404	398	4594
Total Sales Amount	\$ 35,490.00	\$ 48,337.00	\$ 39,444.00	\$ 33,599.00	\$ 48,337.00	\$ 53,554.00	\$ 35,490.00	\$ 31,247.00	\$ 30,490.00	\$ 30,490.00	\$ 35,490.00	\$ 35,490.00	\$ 417,870.00

SALES CALLS PER SALE REPRESENTATIVE

Outbound Calls	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL TOTALS
Kathy	98	94	88	94	97	98	94	88	74	98	74	98	1000
Karen	54	79	78	54	40	54	78	44	47	54	47	54	509
Brian	44	78	65	54	49	44	54	47	48	54	54	48	789
Clay	34	54	54	54	40	78	54	54	74	48	54	78	714
Tasha	48	48	48	48	78	54	48	54	44	37	54	48	714
Kathleen	47	74	78	78	58	98	58	47	77	47	48	47	617
Total number of Calls	342	441	408	397	441	475	408	408	398	370	390	402	4912

SALES VISITS PER SALE REPRESENTATIVE

Sales Visits	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL TOTALS
Kathy	98	94	88	94	97	98	94	88	47	98	74	98	949
Karen	54	79	78	54	52	54	78	44	47	54	47	48	789
Brian	44	78	65	47	54	54	54	47	48	48	44	48	714
Clay	34	54	54	54	40	78	54	54	74	54	54	78	714
Tasha	48	48	48	48	78	54	48	54	44	37	47	47	714
Kathleen	47	74	78	78	58	98	58	47	77	47	48	47	740
Total number of Visits	333	441	398	321	418	475	448	370	378	370	401	378	4756

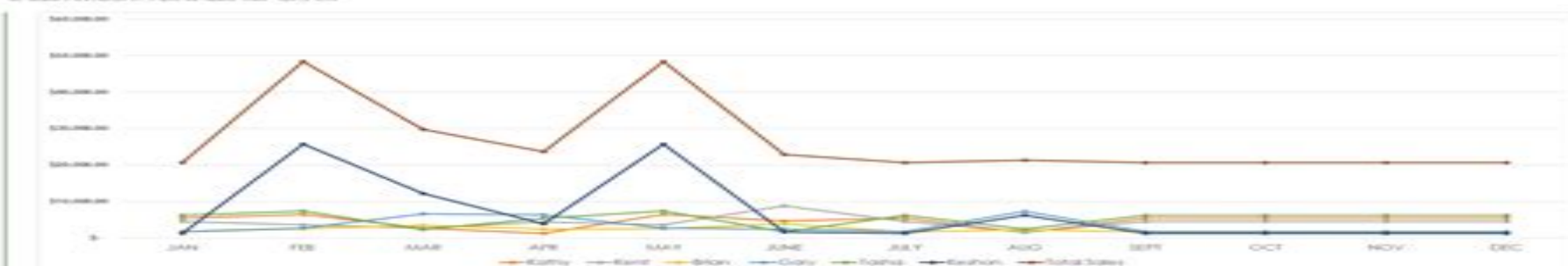
UNITS SOLD PER SALE REPRESENTATIVE

Units Sold	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL TOTALS
Kathy	39	58	54	54	57	48	54	58	47	48	74	52	789
Karen	30	54	48	34	52	54	47	44	33	54	33	48	740
Brian	44	78	47	54	52	54	58	21	47	48	58	44	479
Clay	17	54	54	54	40	78	54	44	74	54	54	78	500
Tasha	39	37	47	48	78	54	48	54	39	33	47	47	737
Kathleen	34	58	78	33	58	37	31	47	31	47	44	31	484
Total units Sold	339	337	402	321	338	402	390	374	348	333	404	398	4594

SALES AMOUNT PER SALES REP

Sales Amount	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL TOTALS
Kathy	\$ 3,400.00	\$ 4,800.00	\$ 3,400.00	\$ 3,200.00	\$ 4,800.00	\$ 4,800.00	\$ 4,800.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 41,700.00
Karen	\$ 4,800.00	\$ 3,400.00	\$ 3,400.00	\$ 4,800.00	\$ 3,400.00	\$ 4,800.00	\$ 4,800.00	\$ 3,400.00	\$ 4,800.00	\$ 4,800.00	\$ 4,800.00	\$ 4,800.00	\$ 51,400.00
Brian	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 34,400.00
Clay	\$ 1,700.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 34,400.00
Tasha	\$ 4,200.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 4,800.00	\$ 3,400.00	\$ 4,200.00	\$ 3,400.00	\$ 4,200.00	\$ 4,200.00	\$ 4,200.00	\$ 4,200.00	\$ 45,800.00
Kathleen	\$ 3,200.00	\$ 4,800.00	\$ 3,400.00	\$ 3,200.00	\$ 4,800.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 32,400.00
Total Sales	\$ 20,400.00	\$ 48,337.00	\$ 39,444.00	\$ 33,599.00	\$ 48,337.00	\$ 53,554.00	\$ 35,490.00	\$ 31,247.00	\$ 30,490.00	\$ 30,490.00	\$ 35,490.00	\$ 35,490.00	\$ 417,870.00

SALES AMOUNT PER SALES REP CHART



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The Lawyers Reports Annotated ,1910 **The Encyclopedic Digest of Alabama Reports** Thomas Johnson Michie,1917 *Annual Report* Oklahoma Corporation Commission,1928 **Index-digest-analysis of Decisions Under the Interstate Commerce Commission Act** United States. Interstate Commerce Commission,1936 Food Adulteration Digest, 1984-2000 ,2001 *To Enlarge the Powers of United States Commissioners and to Amend Title 2 of the National Prohibition Act* United States. Congress. House. Committee on the Judiciary,1930 *Empire of Pain* Patrick Radden Keefe,2021-04-13 NEW YORK TIMES BESTSELLER A NEW YORK TIMES NOTABLE BOOK OF THE YEAR A grand devastating portrait of three generations of the Sackler family famed for their philanthropy whose fortune was built by Valium and whose reputation was destroyed by OxyContin From the prize winning and bestselling author of Say Nothing A real life version of the HBO series Succession with a lethal sting in its tail a masterful work of narrative reportage Laura Miller Slate The history of the Sackler dynasty is rife with drama baroque personal lives bitter disputes over estates fistfights in boardrooms glittering art collections Machiavellian courtroom maneuvers and the calculated use of money to burnish

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