



\$29,547,395 Total

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**Sales Activity Log All REPS New Business Development**

Activity	Monthly Standard	Points	Weighted Score Standard Month	David K Month Ending 6/30/07	David K Weighted Score	David K Month Ending 7/31/07	David K Weighted Score	Jodi Month Ending 7/31/07	Jodi Weighted Score	Frank Month Ending 7/31/07	Frank Weighted Score
Phone calls per month	100	1.0	100	42	42.00	110	110.00	0	0.00	20	20.00
Emails per month	65	1.5	100	0	0.00	24	36.92	0	0.00	15	23.08
Letters per month	20	5.0	100	0	0.00	0	0.00	0	0.00	1	5.00
New qualified prospects identified /	5	20.0	100	4	80.00	6	120.00	0	0.00	3	60.00
Conference calls and/or face to face	4	25.0	100	3	75.00	8	200.00	0	0.00	5	125.00
Proposals / RFPS submitted	2	50.0	100	0	0.00	0	0.00	0	0.00	6	300.00
Totals			600		197.00		466.92		0.00		533.08

**Sales Activity (Based on 168 hour Standar Month)**

Hours Worked ON NEW BUSINESS DEVELOPMENT, EXCLUDING ACCT MGMT	96	138	???
Maximum Hours Possible for the Month	168	168	84
Percent of Month's Hours Worked	57.14%	82.14%	50.00%
Maximum Standard Weighted Score	600	600	600
Prorated Standard Weighted Score (Maximum score x % of hours worked)	343	493	300
Weighted Sales Activity Score	197	467	533
<b>Attainment of Prorated Score</b>	<b>57.46%</b>	<b>94.74%</b>	<b>#DIV/0!</b>

**Subject:** Sales Activity Summary for Week End 3/29/08  
**Auto forwarded by a Rule**

Hello. Every Monday afternoon I compile a Sales Activity Report using the Time Tracking entries and the Notes entered into SharePoint for each prospect. Tom has asked me to start sending out a weekly synopsis of this report. Here is the first one for the Week Ending March 29, 2008

Brian – No score, no sales hours entered into Time Tracking

Carl – Not tracking at this time

Carol – Not tracking at this time

Chris – No score, no sales hours entered into Time Tracking, No notes entered for prospects

Elizabeth – Not tracking at this time

Harry – No score, no sales hours entered into Time Tracking

Mark – No score – on Vacation

Pat – 146%

Peter – No score, no sales hours entered into Time Tracking

Scott – 54%

Shane – Just beginning to Track

Steven – 277%

Tom – 290%

Troy – 5%

Have a great week.

Jeanette Ingram

Pat

4/13/08 -

4/19/08

Sales Activity Log All REPS New Business Development

#	Activity IF YOU WANT POINTS, IT MUST BE CLEAR IN THE NOTES!!!	Weekly Standard	Points	Weighted Score Standard Week	Tom 11/01/07 through 01/19/08
	Email sent, attached to record Letter sent, attached to record Mail/Email Follow-up Code assigned Research Information or supporting document added or attached to record	35.00	1.00	35.00	299
1	Non-decision maker added as new record				
2	Phone call made, (note if message left)	25.00	1.00	25	78
3	Decision maker for prospect company identified / added to pipeline / confirmed as qualified by dir of bus dev (as new record)	3.00	10.00	30	5
4	New qualified prospect company identified / added to pipeline / confirmed as qualified by dir of bus dev	1.50	20.00	30	0
5	Conference calls conducted between prospect and a REPS "A" Team	1.00	25.00	25	5
6	Face to Face meeting conducted with prospect	1.00	25.00	25	0
7	Proposals / SOW / RFPs submitted - MUST BE ATTACHED TO THE RECORD!	0.50	50.00	25	1
	Totals			195	

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Sales hrs

15

(No Friday (?))

Pat  
4/13/08



Tom

4/13/08

4/19/08

Sales Activity Log All REPS New Business Development

#	Activity IF YOU WANT POINTS, IT MUST BE CLEAR IN THE NOTES!!!	Weekly Standard	Points	Weighted Score Standard Week	Tom 11/01/07 through 01/19/08
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5	Conference calls conducted between prospect and a REPS "A" Team	1.00	25.00	25	5
6	Face to Face meeting conducted with prospect	1.00	25.00	25	0
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	Totals			195	

Sales hrs.  
0

Scott - Revised 4/23/08 - JH

I have some calls I did not get credit for. I went back and left a note for the number of calls I made for the week ending 4/19/2008. Some I do not report LM because I was calling multiple contacts to get through. HP was reassigned to Mark Heidelberg so I think I lost credit some how.

<del>Megabrands</del>	<del>Doug Putnam</del>	<del>3 Calls</del>	
<del>3M</del>	<del>Moe Nozari</del>	<del>2 Calls</del>	
<del>Avery</del>	<del>Ed Dyson</del>	<del>4 Calls</del>	
<del>Avery</del>	<del>Galen Wong</del>	<del>3 Calls</del>	
3M	Mike Dandrea	2 Calls	- got 15 pts already
Excel	John Cain	1 Calls	- got 5 pts already
3M	Paul Hansen	2 Calls	- got 3 pts already
Zoom	Chuck Munden	1 Calls	- got 3 pts already
HP	Stephen Dewitt	6 Calls	- reassigned to Mark - 4 pts
MGA	Ron Brawer	2 Calls	- got 2 pts already
Total		27	

In the future I will just enter the number of calls and the week ending date. Then record a LM or an actual conversation.

Best Regards,

Scott Herold  
National Account Executive  
REPS

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