

SALES ACTIVITY REPORTING: MAIN MENU

WELCOME,
Eric Augusta

Select option by clicking the "GO" button

Record Weekly SALES Activities =====> **GO**

Record Weekly OTHER Activities =====> **GO**

View Weekly Activity Trend Chart =====> **GO**

Email Data Sheet =====> **GO**

Change REP NAME =====> **GO**

ADMINISTRATIVE MENU:
Change Targets, Activities, Dates, etc
(Authorized Administrator Only) =====> **GO**

EXIT to HOME PAGE

WEEKLY SALES ACTIVITY RECORD

Select Week Ending: **Mar 4, 2005**

Weekly Sales Activities

	Target	Actual	Month To Date March		
			Actual	Target	% Target
1. Telephone Cold Calls / "Dials"	50	55	250	200	125.0%
2. Completed Calls (+1 piece qual. info)	20	22	94	80	117.5%
3. Hours of Phone Prospecting	10	6	30	40	75.0%
4. Direct Mail Pieces sent	25	22	98	100	98.0%
5. 1st Time Surveys	2	6	9	8	112.5%
6. 2nd Time Surveys	1	0	0	4	.0%
7. 1st Time Demonstration	2	6	13	8	162.5%
8. 2nd Time Demonstration	1	0	1	4	25.0%
9. Proposals Submitted	0.5	1	2	2	100.0%
10. Deals Closed	0.25	0	0	1	.0%
11.					
12.					
Totals / % Weekly and MTD		105.6%	497	447	111.2%

Return to MAIN MENU **Go To TREND CHART**

