

Contact Frequencies Report

Optimizing each contact's call and visit frequencies will maximize your team's time and customer satisfaction

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Clear Lake Lumber, Inc.



Contact Frequencies Report

3/19/2010 10:10:44 AM

Kemp, Karalee

Salesperson		None	One Time	Daily	Weekly	Bi-Weekly	Monthly	Bi-Monthly	Quarterly	6 Months	Annually
Sam Bishop	Call	21	185	0	11	1	15	32	13	10	5
Total: 293 contacts	Visit	11	261	0	3	0	15	0	2	0	1
Ryan California	Call	212	0	0	0	1	1	6	9	0	7
Total: 236 contacts	Visit	32	4	0	0	0	135	54	11	0	0
Joe Cerdena	Call	104	19	0	0	21	121	10	4	0	0
Total: 279 contacts	Visit	188	90	0	0	0	0	0	0	1	0
Karalee Kemp	Call	3	7	1	3	2	8	2	1	1	0
Total: 28 contacts	Visit	9	13	2	3	0	1	0	0	0	0
John Lowther	Call	48	0	0	2	52	120	38	3	2	24
Total: 289 contacts	Visit	286	2	0	0	0	0	0	0	1	0
Kim Russell	Call	0	0	0	0	0	26	1	0	0	0
Total: 27 contacts	Visit	27	0	0	0	0	0	0	0	0	0
Brandon Williams	Call	1	64	0	0	107	32	0	0	0	0
Total: 204 contacts	Visit	9	138	0	0	2	41	0	9	2	3
Grand Total: 1356 contacts	Call	389	275	1	16	184	323	89	30	13	36
	Visit	562	508	2	6	2	192	54	22	4	4

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Key Features:

1. Summary of how many contacts each of your salespeople are working along with each contact's call/visit frequencies
2. Use to compare your sales people and improve performance for your struggling team members