

# Salesperson Performance Report

Clear Lake Lumber, Inc.



## Salesperson Performance Report

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**Kemp, Karalee**

Period From 8/1/2009 to 8/31/2009

	Calls Made	Visits Made	Total	Daily Avg.	Unique Contacts Contacted	Contacts with "Missed Call" Status	Contacts Assigned	# of New Contacts Added	Sales	# of Sales	Sales Rank
John Lowther	215	0	215	10	177	13	323	2	\$326,517.00	24	1st
Ryan California	202	101	303	14	173	3	269	19	\$107,016.06	4	3rd
Jason Owen	174	0	174	8	128	17	177	9	\$161,690.14	8	2nd
Dan Cerdena	170	0	170	8	91	84	256	15	\$68,515.80	7	4th
Scott Bapst	117	14	131	6	63	0	106	11	\$44,186.20	4	5th
<b>Total</b>	<b>878</b>	<b>115</b>	<b>993</b>		<b>632</b>	<b>117</b>	<b>1,131</b>	<b>56</b>	<b>\$707,925.20</b>	<b>47</b>	
<b>Avg. per day per person</b>	<b>8</b>	<b>1</b>	<b>9</b>		<b>6</b>	<b>1</b>	<b>11</b>	<b>1</b>	<b>\$6,742.14</b>	<b>0</b>	
<b>Avg. per salesperson</b>	<b>176</b>	<b>23</b>	<b>199</b>		<b>126</b>	<b>23</b>	<b>226</b>	<b>11</b>	<b>\$141,585.04</b>	<b>9</b>	

Page 1 of 1

### Key Features:

1. Provides invaluable information about each member of your sales team
2. Summary information that you can use to compare the performance of your team members in several categories
3. Measure performance by more than just sales total: measure current performance (sales) along with current effort
4. Identify and address different weaknesses with each salesperson