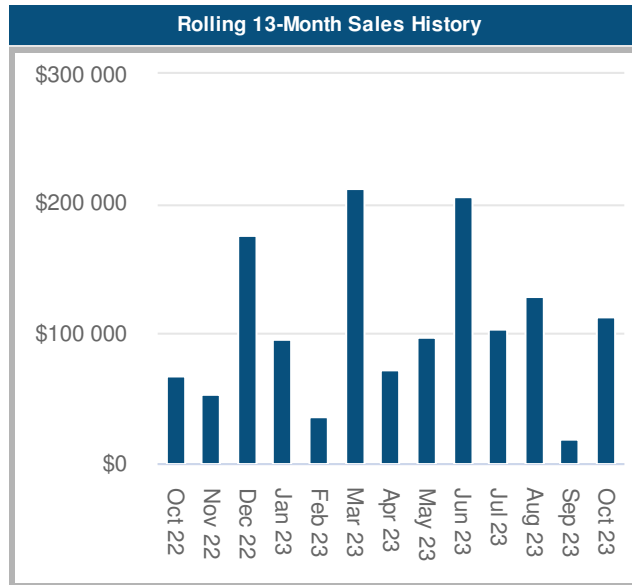




Sample Mortuary

October 20XX

Sales			
	This Year	Last Year	Diff
January	\$95,836	\$38,309	150%
February	\$36,470	\$72,821	-50%
March	\$212,315	\$79,853	166%
April	\$71,826	\$93,500	-23%
May	\$97,977	\$81,470	20%
June	\$205,506	\$62,249	230%
July	\$103,778	\$57,084	82%
August	\$128,012	\$123,230	4%
September	\$19,614	\$63,919	-69%
October	\$113,270	\$67,696	67%
November	\$0	\$53,164	0%
December	\$0	\$175,409	0%
Total		\$968,704	
YTD	\$1,084,604	\$740,131	47%



Counselors		
Counselor	Curr Month	YTD
Joe Salesperson	\$113,270	\$1,084,604
0 Other Counselor(s)	\$0	\$0

Mix of Business				
	Month	% of Total	YTD	% of Total
Single Pay	9	56%	77	59%
1 Pay	0	0%	8	6%
3 Pay	2	12%	9	7%
5 Pay	3	19%	13	10%
10 Pay	2	12%	23	18%
Total	16		130	

Age		
	Curr Month	YTD
Avg. Age	68	71

Face		
	Curr Month	YTD
Avg. Face	\$7,079	\$8,343

Lead Results				
	Month	% of Total	YTD	% of Total
Continued Care	2	12%	23	18%
Direct Mail	0	0%	11	8%
Events	4	25%	6	5%
Referrals	6	38%	43	33%
Walk-in	4	25%	35	27%
All Other Sources	0	0%	12	9%
Total	16	100%	130	100%

