

Sales Associate Monthly Goals & Performance

| Date | Weekly Goals | | Activities | | | Actual Performance | |
|----------------------------------|--------------|-------------|------------|-------|-------|--------------------|-------------|
| | Total Units | Total Gross | How Many? | | Ratio | Total Units | Total Gross |
| By | # | \$ | # | Ups | % | # | \$ |
| The 7th | | | # | Demos | % | | |
| | | | # | W/Ups | % | | |
| | | | # | Comm | % | | |
| | | | # | Close | % | | |
| | | | # | N/T | % | | |
| By | # | \$ | # | Ups | % | # | \$ |
| The 14th | | | # | Demos | % | | |
| | | | # | W/Ups | % | | |
| | | | # | Comm | % | | |
| | | | # | Close | % | | |
| | | | # | N/T | % | | |
| By | # | \$ | # | Ups | % | # | \$ |
| The 21st | | | # | Demos | % | | |
| | | | # | W/Ups | % | | |
| | | | # | Comm | % | | |
| | | | # | Close | % | | |
| | | | # | N/T | % | | |
| By | # | \$ | # | Ups | % | # | \$ |
| The 28th | | | # | Demos | % | | |
| | | | # | W/Ups | % | | |
| | | | # | Comm | % | | |
| | | | # | Close | % | | |
| | | | # | N/T | % | | |
| By | # | \$ | # | Ups | % | # | \$ |
| The End Of The Month | | | # | Demos | % | | |
| | | | # | W/Ups | % | | |
| | | | # | Comm | % | | |
| | | | # | Close | % | | |
| | | | # | N/T | % | | |