

Sales representative KPIs

Joel Ward | Cable's Roofing | Original workbook exhibit

Daily activities and weekly conversion measures connect doors knocked, inspections, qualified prospects, claims, signed contracts, and approvals.

Source: Sales Rep KPIs.xlsx

Worksheet coverage

TOTALS: complete view with full-width columns

Eleven representative worksheets: complete views with full-width columns

Names are redacted; representative worksheets are numbered in original tab order. The PDF preserves the workbook's saved displays, including division-by-zero results in weeks with no activity.

TOTALS rolling activity summary | excerpt

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TOTAL OF ALL REPS		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	179	192	157	177	100	0	805	100.0%				
	Inspections	0	35	35	12	11	18	0	111	13.8%	100.0%			
	Qualified (Prospects)	0	5	7	1	1	3	0	17	2.1%	15.3%	100.0%		
	Claims Filed	0	5	7	1	1	3	0	17	2.1%	15.3%	100.0%	100.0%	
	Contracts Signed	0	0	4	1	0	0	0	5	0.6%	4.5%	29.4%	29.4%	100.0%
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%

TOTALS

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TOTAL OF ALL REPS		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	179	192	157	177	100	0	805	100.0%				
	Inspections	0	35	35	12	11	18	0	111	13.8%	100.0%			
	Qualified (Prospects)	0	5	7	1	1	3	0	17	2.1%	15.3%	100.0%		
	Claims Filed	0	5	7	1	1	3	0	17	2.1%	15.3%	100.0%	100.0%	
	Contracts Signed	0	0	4	1	0	0	0	5	0.6%	4.5%	29.4%	29.4%	100.0%
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
November 2-8	Doors Knocked	0	0	0	0	0	0	0	0	#DIV/0!				
	Inspections	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked	0	179	192	157	177	100	0	805	100.0%				
	Inspections	0	35	35	12	11	18	0	111	13.8%	#DIV/0!			
	Qualified (Prospects)	0	5	7	1	1	3	0	17	2.1%	#DIV/0!	#DIV/0!		
	Claims Filed	0	5	7	1	1	3	0	17	2.1%	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed	0	0	4	1	0	0	0	5	0.6%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 16-22	Doors Knocked	0	0	0	0	0	0	0	0	0.0%				
	Inspections	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked	0	0	0	0	0	0	0	0	#DIV/0!				
	Inspections	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

TOTALS

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Nov 30 - Dec 6	Doors Knocked	0	0	0	0	0	0	0	0	#DIV/0!				
	Inspections	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked	0	0	0	0	0	0	0	0	#DIV/0!				
	Inspections	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 14-20	Doors Knocked	0	0	0	0	0	0	0	0					
	Inspections	0	0	0	0	0	0	0	0					
	Qualified (Prospects)	0	0	0	0	0	0	0	0					
	Claims Filed	0	0	0	0	0	0	0	0					
	Contracts Signed	0	0	0	0	0	0	0	0					
	Contracts Approved	0	0	0	0	0	0	0	0					
		0	0	0	0	0	0	0	0					
December 21-27	Doors Knocked	0	0	0	0	0	0	0	0					
	Inspections	0	0	0	0	0	0	0	0					
	Qualified (Prospects)	0	0	0	0	0	0	0	0					
	Claims Filed	0	0	0	0	0	0	0	0					
	Contracts Signed	0	0	0	0	0	0	0	0					
	Contracts Approved	0	0	0	0	0	0	0	0					
									0					
Dec 28-January 3	Doors Knocked	0	0	0	0	0	0	0	0					
	Inspections	0	0	0	0	0	0	0	0					
	Qualified (Prospects)	0	0	0	0	0	0	0	0					
	Claims Filed	0	0	0	0	0	0	0	0					
	Contracts Signed	0	0	0	0	0	0	0	0					
	Contracts Approved	0	0	0	0	0	0	0	0					

Representative 01

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	0	0	0	0	0	0	0	#DIV/0!				
	Inspections	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 01

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Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 02

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	34	37	27	58	26	0	182	100.0%				
	Inspections	0	4	4	3	6	2	0	19	10.4%	100.0%			
	Qualified (Prospects)	0	0	0	1	0	0	0	1	0.5%	5.3%	100.0%		
	Claims Filed	0	0	0	1	0	0	0	1	0.5%	5.3%	100.0%	100.0%	
	Contracts Signed	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked		34	37	27	58	26		182	100.0%				
	Inspections		4	4	3	6	2		19	10.4%	100.0%			
	Qualified (Prospects)		0	0	1	0	0		1	0.5%	5.3%	100.0%		
	Claims Filed		0	0	1	0	0		1	0.5%	5.3%	100.0%	100.0%	
	Contracts Signed								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 02

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Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 03

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	0	15	0	0	0	0	15	100.0%				
	Inspections	0	0	3	0	0	0	0	3	20.0%	100.0%			
	Qualified (Prospects)	0	0	2	0	0	0	0	2	13.3%	66.7%	100.0%		
	Claims Filed	0	0	2	0	0	0	0	2	13.3%	66.7%	100.0%	100.0%	
	Contracts Signed	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked			15					15	100.0%				
	Inspections			3					3	20.0%	100.0%			
	Qualified (Prospects)			2					2	13.3%	66.7%	100.0%		
	Claims Filed			2					2	13.3%	66.7%	100.0%	100.0%	
	Contracts Signed								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 03

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Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 04

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	18	10	30	0	0	0	58	100.0%				
	Inspections	0	5	1	3	0	0	0	9	15.5%	100.0%			
	Qualified (Prospects)	0	2	0	0	0	0	0	2	3.4%	22.2%	100.0%		
	Claims Filed	0	2	0	0	0	0	0	2	3.4%	22.2%	100.0%	100.0%	
	Contracts Signed	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked		18	10	30				58	100.0%				
	Inspections		5	1	3				9	15.5%	100.0%			
	Qualified (Prospects)		2	0	0				2	3.4%	22.2%	100.0%		
	Claims Filed		2	0	0				2	3.4%	22.2%	100.0%	100.0%	
	Contracts Signed								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 04

All displayed columns fit on this page | Rows continue vertically: 2 of 2

Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 05

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	20	16	6	14	0	0	56	100.0%				
	Inspections	0	2	2	0	1	0	0	5	8.9%	100.0%			
	Qualified (Prospects)	0	0	0	0	0	0	0	0	0.0%	0.0%	#DIV/0!		
	Claims Filed	0	0	0	0	0	0	0	0	0.0%	0.0%	#DIV/0!	#DIV/0!	
	Contracts Signed	0	0	0	1	0	0	0	1	1.8%	20.0%	#DIV/0!	#DIV/0!	100.0%
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	#DIV/0!	#DIV/0!	0.0%
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked		20	16	6	14			56	100.0%				
	Inspections		2	2	0	1			5	8.9%	100.0%			
	Qualified (Prospects)		0	0	0	0			0	0.0%	0.0%	#DIV/0!		
	Claims Filed		0	0	0	0			0	0.0%	0.0%	#DIV/0!	#DIV/0!	
	Contracts Signed				1				1	1.8%	20.0%	#DIV/0!	#DIV/0!	100.0%
	Contracts Approved								0	0.0%	0.0%	#DIV/0!	#DIV/0!	0.0%
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 05

All displayed columns fit on this page | Rows continue vertically: 2 of 2

Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 06

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	18	26	0	30	18	0	92	100.0%				
	Inspections	0	5	5	0	0	6	0	16	17.4%	100.0%			
	Qualified (Prospects)	0	2	0	0	0	1	0	3	3.3%	18.8%	100.0%		
	Claims Filed	0	2	0	0	0	1	0	3	3.3%	18.8%	100.0%	100.0%	
	Contracts Signed	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked		18	26	0	30	18		92	100.0%				
	Inspections		5	5	0	0	6		16	17.4%	100.0%			
	Qualified (Prospects)		2	0	0	0	1		3	3.3%	18.8%	100.0%		
	Claims Filed		2	0	0	0	1		3	3.3%	18.8%	100.0%	100.0%	
	Contracts Signed								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 06

All displayed columns fit on this page | Rows continue vertically: 2 of 2

Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 07

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	27	28	0	30	18	0	103	100.0%				
	Inspections	0	9	9	0	2	6	0	26	25.2%	100.0%			
	Qualified (Prospects)	0	1	1	0	1	1	0	4	3.9%	15.4%	100.0%		
	Claims Filed	0	1	1	0	1	1	0	4	3.9%	15.4%	100.0%	100.0%	
	Contracts Signed	0	0	1	0	0	0	0	1	1.0%	3.8%	25.0%	25.0%	100.0%
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked		27	28	0	30	18		103	100.0%				
	Inspections		9	9	0	2	6		26	25.2%	100.0%			
	Qualified (Prospects)		1	1	0	1	1		4	3.9%	15.4%	100.0%		
	Claims Filed		1	1	0	1	1		4	3.9%	15.4%	100.0%	100.0%	
	Contracts Signed		0	1	0	0	0		1	1.0%	3.8%	25.0%	25.0%	100.0%
	Contracts Approved								0	0.0%	0.0%	0.0%	0.0%	0.0%
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 07

All displayed columns fit on this page | Rows continue vertically: 2 of 2

Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 08

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	0	13	21	0	0	0	34	100.0%				
	Inspections	0	0	2	2	0	0	0	4	11.8%	100.0%			
	Qualified (Prospects)	0	0	0	0	0	0	0	0	0.0%	0.0%	#DIV/0!		
	Claims Filed	0	0	0	0	0	0	0	0	0.0%	0.0%	#DIV/0!	#DIV/0!	
	Contracts Signed	0	0	0	0	0	0	0	0	0.0%	0.0%	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	#DIV/0!	#DIV/0!	#DIV/0!
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked			13	21				34	100.0%				
	Inspections			2	2				4	11.8%	100.0%			
	Qualified (Prospects)								0	0.0%	0.0%	#DIV/0!		
	Claims Filed								0	0.0%	0.0%	#DIV/0!	#DIV/0!	
	Contracts Signed								0	0.0%	0.0%	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	0.0%	0.0%	#DIV/0!	#DIV/0!	#DIV/0!
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 08

All displayed columns fit on this page | Rows continue vertically: 2 of 2

Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 09

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	32	22	10	18	0	0	82	100.0%				
	Inspections	0	5	4	0	0	0	0	9	11.0%	100.0%			
	Qualified (Prospects)	0	0	1	0	0	0	0	1	1.2%	11.1%	100.0%		
	Claims Filed	0	0	1	0	0	0	0	1	1.2%	11.1%	100.0%	100.0%	
	Contracts Signed	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked		32	22	10	18			82	100.0%				
	Inspections		5	4	0	0			9	11.0%	100.0%			
	Qualified (Prospects)		0	1	0	0			1	1.2%	11.1%	100.0%		
	Claims Filed		0	1	0	0			1	1.2%	11.1%	100.0%	100.0%	
	Contracts Signed								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 09

All displayed columns fit on this page | Rows continue vertically: 2 of 2

Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 10

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	30	25	63	27	0	0	145	100.0%				
	Inspections	0	5	5	4	2	0	0	16	11.0%	100.0%			
	Qualified (Prospects)	0	0	3	0	0	0	0	3	2.1%	18.8%	100.0%		
	Claims Filed	0	0	3	0	0	0	0	3	2.1%	18.8%	100.0%	100.0%	
	Contracts Signed	0	0	3	0	0	0	0	3	2.1%	18.8%	100.0%	100.0%	100.0%
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked		30	25	63	27			145	100.0%				
	Inspections		5	5	4	2			16	11.0%	100.0%			
	Qualified (Prospects)		0	3	0	0			3	2.1%	18.8%	100.0%		
	Claims Filed		0	3	0	0			3	2.1%	18.8%	100.0%	100.0%	
	Contracts Signed			3					3	2.1%	18.8%	100.0%	100.0%	100.0%
	Contracts Approved								0	0.0%	0.0%	0.0%	0.0%	0.0%
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 10

All displayed columns fit on this page | Rows continue vertically: 2 of 2

Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 11

All displayed columns fit on this page | Rows continue vertically: 1 of 2

		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	TOTALS	% of Knocked	% of Inspected	% of Qualified	% of Claims	% of Signed Contracts
	Rolling Totals													
	Doors Knocked	0	0	0	0	0	38	0	38	100.0%				
	Inspections	0	0	0	0	0	4	0	4	10.5%	100.0%			
	Qualified (Prospects)	0	0	0	0	0	1	0	1	2.6%	25.0%	100.0%		
	Claims Filed	0	0	0	0	0	1	0	1	2.6%	25.0%	100.0%	100.0%	
	Contracts Signed	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 2-8	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 9-15	Doors Knocked						38		38	100.0%				
	Inspections						4		4	10.5%	100.0%			
	Qualified (Prospects)						1		1	2.6%	25.0%	100.0%		
	Claims Filed						1		1	2.6%	25.0%	100.0%	100.0%	
	Contracts Signed						0		0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
	Contracts Approved								0	0.0%	0.0%	0.0%	0.0%	#DIV/0!
November 16-22	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
November 23-29	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Representative 11

All displayed columns fit on this page | Rows continue vertically: 2 of 2

Nov 30 - Dec 6	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
December 7-13	Doors Knocked								0	#DIV/0!				
	Inspections								0	#DIV/0!	#DIV/0!			
	Qualified (Prospects)								0	#DIV/0!	#DIV/0!	#DIV/0!		
	Claims Filed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
	Contracts Signed								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Contracts Approved								0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!