Commission Sales Forecast & Tracking

This worksheet is the Sales Manager's view of forecasted and actual sales for the year. It includes sales summaries of each salesperson by product, a summary of commissions earned by each salesperson, and the Consolidated Product Sales Forecast, including the total quotas and actuals of all salespersons.

Comprehensive Sales Forecast & Commission Schedule

Salesperson:		Bob Jones												Product Sur	nmary Forecast							
ommission Rate:		5.00%	January	% Fest	February	% Fest	March	% Fcst	April	% Fest	May	% Fest	June	% Fest	July	% Fest	August	% Fcst	September	% Fest	October	% Fcst
art #	340-00	Units Forecast	30	-	65	-	55	-	60		60	-	60	-	60	-	60	-	60	-	60	-
Description	Product 1	Actual	30	-	80	-	80	-	75		50	-	75	-	80	-	90	-	100	-	65	-
SRP	\$100.00	\$\$\$ Forecast	\$1,350	2%	\$2,925	4%	\$2,475	4%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,700	5%	\$2,700	4%
Cost	\$45.00	Actual	\$1,350	2%	\$3,600	5%	\$3,600	6%	\$3,375	5%	\$2,250	3%	\$3,375	5%	\$3,600	6%	\$4,050	6%	\$4,500	8%	\$2,925	4%
Part #	340-01	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	60	-	40	-	60	-	75	-
Description	Product 2	Actual	45	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	95	-	80	-
RP	\$200.00	\$\$\$ Forecast	\$7,500	11%	\$8,125	11%	\$6,875	11%	\$7,500	11%	\$7,500	11%	\$7,500	11%	\$7,500	12%	\$5,000	8%	\$7,500	13%	\$9,375	13%
Cost	\$125.00	Actual	\$5,625	8%	\$10,000	13%	\$10,000	15%	\$9,375	13%	\$10,000	14%	\$10,000	14%	\$10,000	17%	\$10,000	16%	\$11,875	20%	\$10,000	14%
'art #	340-02	Units Forecast	60	-	65	-	55	-	60	-	35	-	60	-	60	-	60	-	50	-	60	-
Description	Product 3	Actual	75	-	80	-	80	-	75	-	50	-	65		80	-	100	-	80	-	50	-
SRP	\$300.00	\$\$\$ Forecast	\$10,500	15%	\$11,375	15%	\$9,625	15%	\$10,500	15%	\$6,125	9%	\$10,500	15%	\$10,500	17%	\$10,500	16%	\$8,750	15%	\$10,500	14%
Cost	\$175.00	Actual	\$13,125	19%	\$14,000	18%	\$14,000	22%	\$13,125	19%	\$8,750	13%	\$11,375	16%	\$14,000	23%	\$17,500	27%	\$14,000	24%	\$8,750	12%
Part #	340-03	Units Forecast	60	-	65	-	55	-	60	-	75	-	60	-	45	-	60	-	15	-	60	-
Description	Product 4	Actual	50	-	80	-	80	-	75	-	80	-	80		80	-	80	-	50	-	80	-
RP	\$400.00	\$\$\$ Forecast	\$13,500	19%	\$14,625	19%	\$12,375	19%	\$13,500	19%	\$16,875	24%	\$13,500	19%	\$10,125	17%	\$13,500	21%	\$3,375	6%	\$13,500	19%
Cost	\$225.00	Actual	\$11,250	16%	\$18,000	23%	\$18,000	28%	\$16,875	24%	\$18,000	26%	\$18,000	25%	\$18,000	30%	\$18,000	28%	\$11,250	19%	\$18,000	25%
°art #	340-04	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	35	-	45	-	60	-	60	-
Description	Product 5	Actual	25	-	80	-	80	-	75	-	80	-	80	-	25	-	80	-	100	-	20	-
RP	\$500.00	\$\$\$ Forecast	\$17,700	25%	\$19,175	25%	\$16,225	25%	\$17,700	25%	\$17,700	25%	\$17,700	25%	\$10,325	17%	\$13,275	21%	\$17,700	30%	\$17,700	24%
Cost	\$295.00	Actual	\$7,375	11%	\$23,600	31%	\$23,600	36%	\$22,125	31%	\$23,600	34%	\$23,600	33%	\$7,375	12%	\$23,600	37%	\$29,500	50%	\$5,900	8%
°art #	340-05	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-
Description	Product 6	Actual	70	-	80	-	80	-	75	-	80	-	80		80	-	80	-	80	-	80	-
RP	\$600.00	\$\$\$ Forecast	\$18,900	27%	\$20,475	27%	\$17,325	27%	\$18,900	27%	\$18,900	27%	\$18,900	27%	\$18,900	31%	\$18,900	30%	\$18,900	32%	\$18,900	26%
Cost	\$315.00	Actual	\$22,050	32%	\$25,200	33%	\$25,200	39%	\$23,625	33%	\$25,200	36%	\$25,200	36%	\$25,200	42%	\$25,200	39%	\$25,200	43%	\$25,200	35%
		Units Forecast	330	-	390	-	330	-	360	-	350	-	360	-	320	-	325	-	305	-	375	-
		Actual	295	-	480	-	480	-	450	-	420	-	460	-	425	-	510	-	505	-	375	-
		\$\$\$ Forecast	\$69,450	-	\$76,700	-	\$64,900	-	\$70,800	-	\$69,800	-	\$70,800	-	\$60,050	-	\$63,875	-	\$58,925	-	\$72,675	-
TOTALS		Actual	\$60,775	88%	\$94,400	123%	\$94,400	145%	\$88,500	125%	\$87,800	126%	\$91,550	129%	\$78,175	130%	\$98,350	154%	\$96,325	163%	\$70,775	97%
				Q1 Totals	Un	its Forecast	1050			Q2 Totals	U	nits Forecast	1070			Q3 Totals	U	nits Forecast	950			Q4 Totals
						Actual	1255					Actual	1330					Actual	1440			
					s	\$\$ Forecast	\$211,050					\$\$\$ Forecast	\$211,400					\$\$\$ Forecast	\$182,850			
						Actual	\$249,575	118%				Actual	\$267,850	127%				Actual	\$272,850	149%		
	Cun	nulative Total Sales	\$60,775	1	\$155,175	Î	\$249,575	I	\$338,075	Ì	\$425,875	l	\$517,425	l	\$595,600		\$693,950		\$790,275	l	\$861,050	Ì
	% of Annual	Forecast Achieved	7%		19%		31%		42%		52%		64%		73%		85%		97%		106%	
	On or Belo	ow Ouota for Year:	(Below Ouota)		(On Ouota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Ouota)		(On Quota)		(On Quota)	

Salesperson:		XXX											D	roduct Sum	mary Forecast							
Commission Rate:		xxx 1.75%	January	% Fest	February	% Fest	March	% Fcst	April	% Fest	May	% Fcst		% Fest	July	% Fest	August	% Fcst	September	% Fcst	October	% Fest
Part #	340-00	Units Forecast	30	-	65	-	55	-	60		60	-	60		60	-	60	-	60	-	60	-
Description	Product 1	Actual	80		80	-	80	-	75		50	-	75	-	80	-	90	-	100	-	65	-
SRP	\$100.00 \$45.00	\$\$\$ Forecast	\$1,350	2% 5%	\$2,925	4%	\$2,475	4%	\$2,700	4% 5%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,700	5% 8%	\$2,700	4%
Cost Part #	\$45.00 340-01	Actual Units Forecast	\$3,600 60	5%	\$3,600	5%	\$3,600	6%	\$3,375 60	5%	\$2,250 60	3%	\$3,375 60	5%	\$3,600	6%	\$4,050 40	6%	\$4,500	8%	\$2,925 75	4%
Description	Product 2	Actual	80		80	-	80		75	-	80	-	80	-	80	-	80	-	95		80	-
SRP	\$200.00	\$\$\$ Forecast	\$7,500	11%	\$8,125	11%	\$6,875	11%	\$7,500	11%	\$7,500	11%	\$7,500	11%	\$7,500	12%	\$5,000	8%	\$7,500	13%	\$9,375	13%
Cost	\$125.00	Actual	\$10,000	14%	\$10,000	13%	\$10,000	15%	\$9,375	13%	\$10,000	14%	\$10,000	14%	\$10,000	17%	\$10,000	16%	\$11,875	20%	\$10,000	14%
Part #	340-02 Product 3	Units Forecast	60 80		65 80	-	55 80	-	60 75	-	35 50	-	60 65	-	60 80	-	60 100	-	50 80	-	60 50	-
Description SRP	\$300.00	Actual	80 \$10 500	- 15%	80 \$11.375	-	80 \$9.625	-	\$10,500	-	50 \$6 125	- 9%	\$10.500	15%	80 \$10,500	- 17%	100 \$10,500	-	80 \$8,750	-	\$10,500	-
Cost	\$175.00	Actual	\$14,000	20%	\$14,000	18%	\$14,000	22%	\$13,125	19%	\$8,750	13%	\$11,375	16%	\$14,000	23%	\$17,500	27%	\$14,000	24%	\$8,750	12%
Part #	340-03		60	-	65	-	55	-	60	-	75	-	60	-	45	-	60	-	15	-	60	-
Description	Product 4	Actual	55		80	-	80	-	75	-	80	-	80	-	80	-	80	-	50	-	80	-
SRP	\$400.00	\$\$\$ Forecast	\$13,500	19%	\$14,625	19%	\$12,375	19%	\$13,500	19%	\$16,875	24%	\$13,500	19%	\$10,125	17%	\$13,500	21%	\$3,375	6%	\$13,500	19%
Cost Part #	\$225.00 340-04	Actual Units Forecast	\$12,375	18%	\$18,000 65	23%	\$18,000 55	28%	\$16,875 60	24%	\$18,000 60	26%	\$18,000 60	25%	\$18,000 35	30%	\$18,000 45	28%	\$11,250 60	19%	\$18,000	25%
Part #	Product 5	Actual	80		80	_	80	-	75	-	80	-	80	-	25	-	40 80	-	100	-	20	-
SRP	\$500.00	\$\$\$ Forecast	\$17,700	25%	\$19,175	25%	\$16,225	25%	\$17,700	25%	\$17,700	25%	\$17,700	25%	\$10,325	17%	\$13,275	21%	\$17,700	30%	\$17,700	24%
Cost	\$295.00	Actual	\$23,600	34%	\$23,600	31%	\$23,600	36%	\$22,125	31%	\$23,600	34%	\$23,600	33%	\$7,375	12%	\$23,600	37%	\$29,500	50%	\$5,900	8%
Part #	340-05	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-
Description SRP	Product 6 \$600.00	Actual SSS Forecast	80 \$18.900	- 27%	80 \$20.475	- 27%	80 \$17.325	- 27%	75 \$18.900	- 27%	80 \$18.900	- 27%	80 \$18.900	- 27%	80 \$18.900	- 31%	80 \$18.900	- 30%	80 \$18.900	- 32%	80 \$18.900	- 26%
Cost	\$600.00	Actual	\$18,900 \$25,200	27% 36%	\$20,475 \$25,200	33%	\$17,325 \$25,200	27% 39%	\$18,900	27%	\$18,900 \$25,200	27%	\$18,900 \$25,200	27% 36%	\$18,900	31% 42%	\$18,900 \$25,200	30% 39%	\$18,900	32% 43%	\$18,900 \$25,200	26% 35%
	-010.00	Units Forecast	330	- 00	390		330		360	- 30	350	-	360	- 50	\$23,200	-	325		305		375	
		Actual	455		480	-	480	-	450	-	420	-	460	-	425	-	510	-	505	-	375	-
	Ī	\$\$\$ Forecast	\$69,450	-	\$76,700	-	\$64,900	-	\$70,800	-	\$69,800	-	\$70,800	-	\$60,050	-	\$63,875	-	\$58,925	-	\$72,675	-
TOTALS		Actual	\$88,775	128%	\$94,400	123%	\$94,400	145%	\$88,500	125%	\$87,800	126%	\$91,550	129%	\$78,175	130%	\$98,350	154%	\$96,325	163%	\$70,775	97%
				Q1 Totals	Unit	ts Forecast	1050 1415			Q2 Totals	Uni	ts Forecast	1070 1330			Q3 Totals	Uni	ts Forecast	950 1440			Q4 Totals
					\$2	Actual \$ Forecast	1415 \$211,050			F	52	Actual §\$ Forecast	1330 \$211.400			H	\$5	Actual \$ Forecast	1440 \$182.850			-
					33	Actual	\$277,575	132%			3.	Actual	\$267,850	127%			33	Actual	\$272,850	149%		
			\$88.775		\$183,175		\$277,575		\$366,075		\$453,875		\$545,425		\$623,600		\$721,950		\$818,275		\$889,050	
	Cur	mulative Total Sales											67%		77%		89%		101%		109%	1
	% of Annua	al Forecast Achieved	11%		23%		34%		45%		56%							1				
	% of Annua				23% (On Quota)		34% (On Quota)		45% (On Quota)		56% (On Quota)		67% (On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)	
Salesperson:	% of Annua	al Forecast Achieved Jow Quota for Year: XXX	11% (On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)	
Salesperson: Commission Rate:	% of Annua On or Bel	al Forecast Achieved dow Quota for Year: xxx 1.75%	11% (On Quota) January	% Fest	(On Quota) February	% Fest	(On Quota) March	% Fest	(On Quota) April	% Fest	(On Quota) May	% Fest	(On Quota) P June	roduct Sum % Fcst	(On Quota) nmary Forecast July	% Fest	(On Quota)	% Fcst	(On Quota) September	% Fest	(On Quota) October	% Fest
Part #	% of Annua On or Bel 340-00	al Forecast Achieved how Quota for Year: xxx 1.75% Units Forecast	11% (On Quota) January 30	% Fcst	(On Quota) February 65	% Fest	(On Quota) March 55	% Fcst	(On Quota)	% Fest	(On Quota) May 60	% Fest	(On Quota) P June 60		(On Quota) amary Forecast July 60	% Fcst	(On Quota) August 60	% Fcst	(On Quota) September 60	% Fcst	(On Quota) October 60	% Fest
	% of Annua On or Bel	al Forecast Achieved dow Quota for Year: xxx 1.75%	11% (On Quota) January	% Fest - - 2%	(On Quota) February	% Fcst - - 4%	(On Quota) March	% Fcst - - 4%	(On Quota) April	% Fest 4%	(On Quota) May	% Fcst - - 4%	(On Quota) P June		(On Quota) nmary Forecast July	% Fcst - - 4%	(On Quota)	% Fcst	(On Quota) September	% Fcst - - 5%	(On Quota) October	% Fest - - 4%
Part # Description	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00	al Forecast Achieved low Quota for Year: xxx 1.75% Units Forecast Actual	11% (On Quota) January 30 80	-	(On Quota) February 65 80	-	(On Quota) March 55 80	-	(On Quota) April 60 75		(On Quota) May 60 50	-	(On Quota) P June 60 75	% Fest - -	(On Quota) mary Forecast July 60 80	-	(On Quota) August 60 90	-	(On Quota) September 60 100		(On Quota) October 60 65	-
Part # Description SRP Cost Part #	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00 340-01	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual \$\$\$ Forecast	11% (On Quota) January 30 80 \$1,350 \$3,600 60	- - 2%	(On Quota) February 65 80 \$2,925 \$3,600 65	- - 4%	(On Quota) March 55 80 \$2,475 \$3,600 55	- - 4%	(On Quota) April 60 75 \$2,700 \$3,375 60	4%	(On Quota) May 60 50 \$2,700 \$2,250 60	- - 4%	(On Quota) P June 60 75 \$2,700	% Fest - - 4%	(On Quota)	- - 4%	(On Quota) August 60 90 \$2,700 \$4,050 40	- - 4%	(On Quota) September 60 100 \$2,700 \$4,500 60	- - 5%	(On Quota) October 60 65 \$2,700	- - 4%
Part # Description SRP Cost Part # Description	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00 340-01 Product 2	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual	11% (On Quota) January 30 \$0 \$1,350 \$3,600 60 80	- 2% 5% -	(On Quota) February 65 80 \$2,925 \$3,600 65 80	- 4% 5% -	(On Quota) March 55 80 \$2,475 \$3,600 55 80	- 4% 6% -	(On Quota) April 60 75 \$2,700 \$3,375 60 75	4% 5% -	(On Quota) May 60 50 \$2,700 \$2,250 60 80	- 4% 3% -	(On Quota) P June 60 75 \$2,700 \$3,375 60 80	% Fest - 4% 5% -	(On Quota) amary Forecast July 60 80 \$2,700 \$3,600 60 80 80	- 4% 6% - -	(On Quota) August 60 90 \$2,700 \$4,050 40 80	- 4% 6% -	(On Quota) September 60 100 \$2,700 \$4,500 \$4,500 95	- - 5% 8% - -	(On Quota) October 60 65 \$2,700 \$2,925 75 80	- - 4% 4% - -
Part # Description SRP Cost Part # Description SRP	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00 340-01 Product 2 \$200.00	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast	11% (On Quota) January 30 \$3 80 \$1,350 \$3,600 80 \$3,500	- 2% 5% - 11%	(On Quota) February 65 80 \$2,925 \$3,600 65 80 \$8,125	- 4% 5% - - 11%	(On Quota) March 55 80 \$2,475 \$3,600 55 80 \$6,875	- 4% 6% - 11%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$7,500	4% 5% - 11%	(On Quota) May 60 50 \$2,250 60 80 \$7,500	- 4% 3% - - 11%	(On Quota) P June 60 75 \$2,700 \$3,375 60 80 \$7,500	% Fest - - 4% 5% - - - 11%	(On Quota) amary Forecast July 60 80 \$2,700 \$3,600 60 80 \$7,500	- 4% 6% - 12%	(On Quota) August 60 90 \$2,700 \$4,050 40 80 \$5,000	- 4% 6% - 8%	(On Quota) September 60 100 \$2,700 \$4,500 60 95 \$7,500	- 5% 8% - - 13%	(On Quota) October 60 65 \$2,700 \$2,925 75 80 \$9,375	- 4% 4% - - 13%
Part # Description SRP Cost Part # Description SRP Cost	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00 340-01 Product 2	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual	11% (On Quota) January 30 \$0 \$1,350 \$3,600 60 80	- 2% 5% -	(On Quota) February 65 80 \$2,925 \$3,600 65 80 \$8,125 \$10,000	- 4% 5% -	(On Quota) March 55 80 \$2,475 \$3,600 55 80 \$6,875 \$10,000	- 4% 6% -	(On Quota) April 60 75 \$2,700 \$3,375 60 75	4% 5% -	(On Quota) May 60 50 \$2,700 \$2,250 60 80 87,500 \$10,000	- 4% 3% -	(On Quota) P June 60 75 \$2,700 \$3,375 60 80	% Fest - 4% 5% -	(On Quota) amary Forecast July 60 80 \$2,700 \$3,600 60 80 80	- 4% 6% - -	(On Quota) August 60 90 \$2,700 \$4,050 40 80	- 4% 6% -	(On Quota) September 60 100 \$2,700 \$4,500 60 95 \$7,500 \$11,875	- - 5% 8% - -	(On Quota) October 60 65 \$2,700 \$2,925 75 80	- - 4% 4% - -
Part # Description SRP Cost Part # Description SRP	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00 340-01 Product 2 \$200.00 \$125.00	al Forecast Achieved low Quota for Year: XXX L75% Units Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual	11% (On Quota) January 30 80 \$1,350 \$3,600 60 80 87,500 \$7,500 \$10,000	- 2% 5% - 11%	(On Quota) February 65 80 \$2,925 \$3,600 65 80 \$8,125	- 4% 5% - - 11%	(On Quota) March 55 80 \$2,475 \$3,600 55 80 \$6,875	- 4% 6% - 11%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$7,500 \$9,375	4% 5% - 11%	(On Quota) May 60 50 \$2,250 60 80 \$7,500	- 4% 3% - - 11%	(On Quota) P June 60 75 \$2,700 \$3,375 60 80 80 \$7,500 \$10,000	% Fest - - 4% 5% - - - 11%	(On Quota) mary Forecast July 60 80 \$2,700 \$3,600 60 80 \$7,500 \$10,000	- 4% 6% - 12%	(On Quota) August 60 90 \$2,700 \$4,050 40 80 \$5,000 \$10,000	- 4% 6% - 8%	(On Quota) September 60 100 \$2,700 \$4,500 60 95 \$7,500	- 5% 8% - - 13%	(On Quota) October 60 65 \$2,700 \$2,925 75 80 \$9,375 \$10,000	- 4% 4% - - 13%
Part # Description SRP Cost Description SRP Cost Part #	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00 340-01 Product 2 \$200.00 \$125.00 340-02 Product 3 \$300.00	al Forecast Achieved low Quota for Year: XXX 1.75% Units Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual Units Forecast	11% (On Quota) January 30 80 \$1,350 \$13,500 80 80 \$10,000 80 \$10,000	- 2% 5% - 11% 14% - 15%	(On Quota) February 65 80 \$2,925 \$3,600 \$8,125 \$10,000 65 \$10,000 65 \$0 \$3,1275	- 4% 5% - 11% 13% - 15%	(On Quota) March 55 80 \$2,475 \$3,600 55 \$0,875 \$10,000 55 80 9,86,875 80 9,86,875 80 9,865	- 4% 6% - 11% 15%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$7,500 \$9,375 60 75 \$7,500 \$9,375 \$5,500 \$5,510,500	4% 5% - 11% 13% - 15%	(On Quota) May 60 50 \$2,700 \$2,250 60 80 \$7,500 \$7,500 \$10,000 \$10,000 \$10,000 \$6,125	- 4% 3% - 11% 14% - 9%	(On Quota) P June 60 75 \$2,700 \$3,375 60 80 \$7,500 \$10,000 65 \$10,500	% Fcst - - 4% 5% - 11% 14% - - 15%	(On Quota) amary Forecast July 60 80 \$2,700 60 80 \$7,500 \$7,500 \$10,000 60 80 \$10,000 80 \$10,000 80 \$10,000 80 \$10,000 80 \$10,0000 \$10,0000 \$10,000 \$1	- 4% 6% - - 12% 17% - - 17%	(On Quota) August 60 90 \$2,700 \$4,050 40 80 \$5,000 \$10,000 60 100 \$10,550	- 4% 6% - - 8% 16% - - - 16%	(On Quota) September 60 100 \$4,500 60 95 \$7,500 \$11,875 50 80 \$8,750	- 5% 8% - 13% 20% - 15%	(On Quota) October 60 65 \$2,700 \$2,925 75 80 \$9,375 \$10,000 60 50 \$10,500	- 4% 4% - 13% 14% - 14%
Part # Description SRP Cost Part # Description SRP Cost Description SRP Cost Cost	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00 340-01 Product 2 \$200.00 \$125.00 340-02 Product 3 \$300.00 \$175.00	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual	11% (On Quota) January 30 80 \$3,600 \$1,350 80 \$3,600 \$0 \$7,500 \$10,500 80 \$10,500 \$14,000	- 2% 5% - 11% 14% -	(On Quota) February 65 80 \$2,925 \$3,600 65 80 \$8,125 \$10,000 65 80 \$11,375 \$14,000	- 4% 5% - 11% 13% -	(On Quota) March 55 80 \$2,475 \$3,600 55 80 \$6,875 \$10,000 55 80 \$9,625 \$14,000	- 4% 6% - 11% 15% -	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$7,500 \$3,375 60 75 \$10,500 \$13,125	4% 5% - 11% 13% -	(On Quota) May 60 50 \$2,270 \$2,250 60 \$2,250 60 \$10,000 \$10,000 \$10,000 \$10,000 \$5,125 \$8,750	- 4% 3% - - 11% 14% - -	(On Quota) P June 60 75 \$2,700 \$3,375 60 \$0 \$7,500 \$10,000 60 65 \$10,500 \$11,375	% Fest - - 4% 5% - - 11% 14% - -	(On Quota) imary Forecast July 60 80 \$2,700 \$3,600 60 80 \$7,500 60 80 \$10,500 \$14,000	- 4% 6% - 12% 17% -	(On Quota) August 60 90 \$2,700 \$4,050 \$10,000 \$10,500 \$17,500	- 4% 6% - - 8% 16% -	(On Quota) September 60 100 \$2,700 \$4,500 95 \$7,500 \$11,875 50 80 \$8,750 \$14,000	- 5% 8% - 13% 20% -	(On Quota) October 60 65 \$2,700 \$2,925 80 \$3,375 \$9,375 \$9,375 \$0,000 60 50 \$10,500 \$8,750	- 4% 4% - - 13% 14% -
Part # Description SRP Cost Description SRP Cost Description SRP Cost Cost Part #	% of Annua On or Rel 340-00 Product 1 \$100.00 \$45.00 \$45.00 \$125.00 \$125.00 \$125.00 \$175.00 \$175.00	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual	11% (On Quota) January 30 80 \$1,350 80 \$3,600 80 \$7,500 \$10,000 80 \$10,000 80 \$10,500\$100 \$10,500\$ \$10,5	- 2% 5% - 11% 14% - 15%	(On Quota) February 65 80 \$2,925 \$3,600 65 80, \$8,125 \$10,000 65 \$11,375 80 \$11,375 \$14,000 65	- 4% 5% - 11% 13% - 15%	(On Quota) March 55 80 \$2,475 \$3,600 \$6,875 \$10,000 \$6,875 \$10,000 \$4,875 \$10,000 \$55 \$3,600 \$6,875 \$10,000 \$55 \$3,600 \$55 \$1,000 \$55 \$55 \$55 \$55 \$55 \$55 \$55	- 4% 6% - 11% 15%	(On Quota) April 60 75 \$2,700 \$3,376 60 75 \$7,500 \$9,375 0 60 75 \$10,500 \$13,125 60	4% 5% - 11% 13% - 15%	(On Quota) May 60 50 \$2,250 60 \$2,250 60 \$2,250 60 \$2,250 60 \$2,500 \$10,000 \$10,000 \$4,125 \$6,125 \$8,750 75	- 4% 3% - 11% 14% - 9%	(On Quota) June P 60 75 \$2,700 \$3,375 60 \$3,375 60 \$3,375 60 \$3,500 \$10,000 65 \$10,500 \$11,055 60 65 \$10,500 \$1,055 \$10,500 \$1,055 \$10,500 \$10	% Fcst - - 4% 5% - 11% 14% - - 15%	(On Quota) mary Forecast July 60 80 82,700 \$3,800 \$0,000 \$10,000 \$0,000 \$10,000 \$10,000 \$10,000 \$11,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$15,0000 \$15,0000 \$15,0000 \$15,0000 \$15,0000 \$15,0000 \$15,00000 \$15,00000 \$15,00000 \$15,0000000 \$15,00000000 \$15,000000000000000000000000000000000000	- 4% 6% - - 12% 17% - - 17%	(On Quota) August 60 90 \$2,700 \$4,050 40 \$5,000 \$10,000 \$10,000 \$10,500 \$	- 4% 6% - - 8% 16% - - - 16%	(On Quota) September 60 100 \$2,700 \$4,500 \$4,500 \$7,500 \$11,875 50 80 \$8,750 80 \$8,750 11,4000 15	- 5% 8% - 13% 20% - 15%	(On Quota) October 60 65 \$2,700 \$2,925 75 800 \$9,375 \$10,000 60 \$10,500 \$8,10,500 \$8,10,500 \$8,60	- 4% 4% - 13% 14% - 14%
Part # Description SRP Cost Description SRP Cost Part # Description SRP Cost Description	% of Annua On or Bel 340-00 Product 1 \$100.00 340-01 940-00 340-01 970-00 320-02 Product 3 \$200.00 \$125.00 340-03 \$175.00 \$175.00 340-03 \$175.00	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual	11% (On Quota) 30 80 \$1,350 80 \$7,500 \$7,500 80 80 80 80 80 80 80 80 80 80 80 80 8	- 2% 5% - 11% 14% - 15% 20% -	(On Quota) February 65 80 \$2.925 \$3,600 \$8,125 \$10,000 65 80 \$11,375 \$14,000 65 80 80	- 4% 5% - 11% 13% - 15% 18% -	(On Quesa) March 55 80 \$2,475 \$3,800 \$6,875 \$10,000 \$9,862 \$5 \$14,000 55 \$14,000 55 \$14,000 55 \$14,000 55 \$14,000 \$2,50 \$15 \$15 \$15 \$15 \$15 \$15 \$15 \$15	4% 6% - 11% 15% - 15% 22%	(On Quota) April 60 75 \$2,700 \$3,375 57,50 \$7,50 60 75 \$10,500 \$13,125 60 75 13,125 60 75	4% 5% - 11% 13% - 15% 19%	(Os Quota) May 60 50 \$2,250 \$2,250 \$0 \$7,560 \$1,050 \$6,125 \$6,125 \$8,750 75 80	- 4% 3% - 11% 14% - 9%	(On Quota) P June 60 75 82,700 \$3,375 80 80 \$5,590 \$0,60 \$10,590 \$11,375 80 80 80 \$11,375 80 80 80 80 80 81 81 80 80 80 80 80 80 80 80 80 80	% Fest - - - - - - - - - - - - - - - - - - -	(On Quota) imary Forecast July 60 80 82,700 \$3,800 60 80 \$7,500 \$10,500 \$10,500 \$14,000 45 80	- 4% 6% - - 12% 17% - - 17%	(On Quota) August 60 90 \$2,700 \$4,050 \$4,050 80 80 100 \$10,500 \$17,500 60 80 80	- 4% 6% - - 8% 16% - - - 16%	(0a Quota) September 60 100 \$4,500 \$4,500 \$4,500 \$11,875 50 \$0 \$11,875 50 \$13,875 \$0 \$1,875 \$1,975 \$1,9	- 5% 8% - 13% 20% - 15%	(On Quota) October 60 65 52,700 \$2,925 75 80 \$9,375 \$10,000 \$0 \$10,500 \$0 \$3,1550 60 \$8,750 60 \$8,750 80 80 80 80 80 80 80 80 80 8	- 4% 4% - 13% 14% - 14% 12% -
Part # Description SRP Cost Description SRP Cost Description SRP Cost Cost Part #	% of Annua On or Rel 340-00 Product 1 \$100.00 \$45.00 \$45.00 \$125.00 \$125.00 \$125.00 \$175.00 \$175.00	al Forecast Achieved low Quota for Year: 1,75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual Units Forecast Actual	11% (On Quota) January 30 80 \$1,350 80 \$3,600 80 \$7,500 \$10,000 80 \$10,000 80 \$10,500\$100 \$10,500\$ \$10,5	- 2% 5% - 11% 14% - 15%	(On Quota) February 65 80 \$2,925 \$3,600 65 80, \$8,125 \$10,000 65 \$11,375 80 \$11,375 \$14,000 65	- 4% 5% - 11% 13% - 15%	(On Quota) March 55 80 \$2,475 \$3,600 \$6,875 \$10,000 \$6,875 \$10,000 \$4,875 \$10,000 \$55 \$3,600 \$6,875 \$10,000 \$55 \$3,600 \$55 \$1,000 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$3,600 \$55 \$55 \$3,600 \$55 \$55 \$3,600 \$55 \$55 \$55 \$55 \$50 \$55 \$50 \$55 \$50 \$50	- 4% 6% - 11% 15%	(On Quota) April 60 75 \$2,700 \$3,376 60 75 \$7,500 \$9,375 0 60 75 \$10,500 \$13,125 60	4% 5% - 11% 13% - 15%	(On Quota) May 60 50 \$2,250 60 \$2,250 60 \$2,250 60 \$2,250 60 \$2,500 \$10,000 \$10,000 \$4,125 \$6,125 \$8,750 75	- 4% 3% - 11% 14% - - 9% 13% -	(On Quota) June P 60 75 \$2,700 \$3,375 60 \$3,375 60 \$3,375 60 \$3,500 \$10,000 65 \$10,500 \$11,055 60 65 \$10,500 \$1,055 \$10,500 \$1,055 \$10,500 \$10	% Fcst - - 4% 5% - 11% 14% - - 15%	(On Quota)	4% 6% 12% 17% - 17% 23%	(On Quota) August 60 90 \$2,700 \$4,050 40 \$5,000 \$10,000 \$10,000 \$10,500 \$	- 4% 6% - - - - - - - - - - - - - - - - - -	(On Quota) September 60 100 \$2,700 \$4,500 \$4,500 \$7,500 \$11,875 50 80 \$8,750 80 \$8,750 11,4000 15	- 5% 8% - 13% 20% - 15% 24%	(On Quota) October 60 65 \$2,700 \$2,925 75 800 \$9,375 \$10,000 60 \$10,500 \$8,10,500 \$8,10,500 \$8,60	- 4% 4% - 13% 14% - 14%
Part # Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Part #	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00 340-01 Product 3 \$200.00 \$125.00 340-02 Product 3 \$300.00 \$175.00 340-03 \$400.00 \$425.00 340-03	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual	11% (On Quota) 30 30 31,350 33,600 51,350 53,600 51,0000 60 60 57,500 510,500 60 60 514,000 60 55 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	- 2% 5% - 11% 14% - - - 15% 20% - - - 19%	(On Quota) February 65 80 \$2,925 \$3,600 65 \$10,000 \$8,125 \$10,000 \$11,375 \$14,000 65 80 \$11,375 \$3,14,605 80 \$14,625 \$18,000 65	- 4% 5% - 11% 13% - 15% - 18%	(On Quota) March 55 80 \$2,475 \$3,800 \$6,875 \$10,000 \$9,625 \$14,000 \$12,375 \$18,000 \$5,55 \$12,375 \$18,000	4% 6% - 11% 15% - 15% 22% - 19%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 \$13,125 10,500 \$13,125 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$16,875 60	4% 5% - 11% 13% - 15% - 19%	(On Quota) May 60 50 52,2700 \$3,2700 \$3,5750 \$4,5750 \$4,5750 \$5,5750 \$5,57500 \$5,57500 \$5,57500 \$5,575000 \$5,5750000000000000000000000000000000000	- 4% 3% - 11% 14% - 9% 13% - - 24%	(On Queta) P June 60 75 \$2,700 \$3,375 60 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,500 \$11,375 \$60 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$10	% Fest - - 4% 5% - 11% 14% - 15% - - 15% - - 19%	(On Quota) amary Forecast July 60 80 82,700 \$3,800 \$10,0000 \$10,000	4% 6% 12% 17% - - 17% 23%	(On Queta) August 60 90 82,700 \$2,700 \$0,80 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500	- 4% 6% -	(0a Quota) September 60 100 \$2,700 \$4,2700 \$4,2700 \$11,875 \$11,875 \$0 \$3,750 \$4,4000 \$14,000 \$4,500 \$3,375 \$11,250 \$60 \$60 \$60 \$60 \$60 \$60 \$60 \$6	- 5% 8% - 13% 20% - 15% 24% - 6%	(On Quota) October 60 65 52,270 52,927 53,93,75 \$10,000 60 60 813,500 \$13,500 61,000 60,0000 60,0000 60,000 60	- 4% 4% - 13% 14% - 14% 12% - 19%
Part # Description SRP Cost Part # Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description	% of Annua On or Bel 340-00 Product 1 \$100.00 \$46.00 \$46.00 \$46.00 \$46.00 \$46.00 \$40.01 \$125.00 \$125.00 \$125.00 340.02 \$175.00 \$175.00 \$40.02 \$175.00 \$40.02 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$180.0	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual	11% (On Quota) 30 30 30 80 \$3,600 60 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,200 \$10,200 \$10,200 \$10,500 \$12,375 60 80 80 80 80 80 80 80 80 80 80 80 80 80	- 2% 5% - 11% 14% - 15% 20% - 19% 18%	(On Quota) February 65 80 \$2,925 \$3,800 65 80 \$8,125 \$10,000 65 80 \$11,375 80 \$14,000 65 80 \$14,4625 \$14,000 65 80 814,625 80 80 814,825 80 80 80 80 80 80 80 80 80 80	4% 5% 11% 13% 15% 15% 19% 23%	(0a Quota) March 55 80 \$2,475 \$3,600 55 \$10,000 \$10,55 \$10,55 \$10,000 \$10,555 \$10,000 \$10,555 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,00000 \$10,00000 \$10,00000 \$10,000000 \$10,0000000 \$10,0000000000000 \$10,00000000000000000000000000000000000	4% 6% 11% 15%	(On Quota) April 60 75 \$2,700 \$3,375 60 \$9,375 60 \$9,375 60 \$10,500 \$13,550 \$15,550 \$16,875 60 \$14,875 60 \$15,150 \$15,150 \$16,155 \$15,150 \$16,155 \$16,155 \$15,1	4% 5% - 11% 13% -	(On Quota) May 60 50 \$2,270 \$2,250 60 80 \$310,000 \$310,000 \$310,000 \$35 \$50 \$55 \$8,750 \$80 \$516,875 \$18,000 60 80 80 80 80 80 80 80 80 80 80 80 80 80	- 4% 3% - 11% 14% - - - - 24% 26%	(On Queta) P June 60 75 \$2,700 \$3,375 60 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$11,375 80 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$10,0000 \$10,000 \$10	% Fest 4% 5% 11% 14% 15% 16% - 15% 25%	(On Quota) many Forecast July 60 80 82,700 \$33,800 60 80 \$10,000 \$10,000 \$10,000 \$10,000 \$10,500	4% 6% 12% 17% 23% 17% 30%	(On Queta) August 60 90 82,700 \$4,050 44 80 \$5,000 \$10,000 \$10,000 \$10,000 \$10,500 \$10,500 \$11,500 60 80 \$13,500 \$4,513,800 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$10,0000 \$10,0000 \$10,0000 \$		(0a Quota) September 60 100 \$2,200 \$4,500 \$4,500 \$4,500 \$4,500 \$4,500 \$11,875 \$7,500 \$11,875 \$5,550 \$4,000 \$1,875 \$1,250 \$6,000 \$1,1250 \$6,000 \$1,1250 \$1,1250 \$1,1250 \$1,000 \$1,000 \$1,000 \$1,000 \$1,125	5% 8% 13% 20%	(On Quota) October 60 65 \$2,700 \$2,925 70 \$10,000 60 \$10,500 \$10,500 \$10,500 \$13,500 \$10,000 \$13,500 \$10,0000 \$10,0000 \$1	- 4% 4% 13% 13% 14% - 14% - 12% - - 19% 25% -
Part # Description SRP Cost Part # Description SRP Cost Description SRP Cost Description SRP Cost Part # Description SRP Cost Part # Description SRP SRP SRP SRP SRP SRP SRP Part #	% of Annua On or Bel 340-00 Product 1 \$100.00 340-01 946.00 340-01 \$125.00 340-02 Product 3 \$250.00 \$175.00 340-03 \$175.00 \$175.00 \$40.00 \$175.00 340-03 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$175.00 \$40.00 \$175.00 \$175.00 \$40.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$100.00 \$175.00 \$100.00 \$175.00 \$100.00	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual	11% (On Quota) 300 30 30 33,360 60 51,350 80 57,500 510,500 510,500 510,500 511,700 80 80 80 80 812,375 80 80 817,700	- 2% 5% 5% 11% 14% 20% 20% 19% 18% - 25%	(On Quota) February 65 80 \$2,925 \$3,600 \$65 \$6 \$0 \$8,125 \$10,000 \$65 \$80 \$11,375 \$14,000 \$5 \$14,000 \$5 \$14,625 \$18,000 \$5 \$18,000 \$5 \$19,000 \$5 \$19,000 \$5 \$10,000 \$5 \$5 \$10,000 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5	- 4% 5% - 11% 13% - 15% - 19% 23% - 25%	(On Quota) March 55 80 \$2,475 \$3,800 55 \$0 \$6,875 \$10,000 55 \$10,000 55 \$14,000 \$5,8625 \$14,000 \$5,8625 \$14,000 \$12,375 \$18,000 \$12,375 \$18,000 \$12,375 \$18,000 \$15,55 \$10,000 \$12,55 \$10,000 \$15,55 \$10,000 \$15,55 \$10,000 \$15,55 \$10,000 \$15,55 \$10,000 \$15,55 \$10,000 \$15,55 \$10,000 \$15,55 \$10,000 \$15,55 \$10,000 \$15,55 \$10,000 \$15,55 \$10,000 \$15,55 \$10,000 \$10,555 \$10,0000 \$10,0000 \$10,0000 \$10,000 \$10,000	4% 6% 11% 15% 22% 19% 28%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,125 60 75 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,500 \$15,1500 \$15,15000 \$15,15000 \$15,15000 \$15,15000 \$15,15000 \$15,15000	4% 5% - 11% 13% - 15% 19% - 19% 24% - - - - - - - - - - - - - - - - - - -	(On Quota) May 60 50 52,2700 \$2,2700 \$2,2700 \$3,500 \$10,000 35,500 \$10,000 35,500 \$4,6125 \$8,750 \$16,875 \$18,8000 \$16,875 \$18,8000 \$17,700 \$0 \$17,700	- 4% 3% - 11% 14% - - - 24% 26% - - 25%	(On Queta) June 60 75 \$2,700 \$3,375 60 \$10,500 \$10,500 \$11,375 60 \$13,500 \$11,575 \$13,500 \$11,575 \$13,500 \$11,575 \$15,500 \$15,500 \$15,500 \$15,500 \$15,500 \$15,500 \$10,5000 \$10,500 \$10,	% Fest - - 4% 5% - - 11% 14% - 15% 16% - 19% 25%	(On Quota) many Forecast July 60 80 82,700 82,700 82,700 83,800 80 810,000 \$110,000 \$110,000 \$10,00	4% 6% 12% 17% 23% - 17% 30% - 17%	(On Queta) August 60 90 92,700 \$4,050 60 \$5,000 \$10,500 \$17,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,250 80 \$13,250 \$13,250 \$13,270 \$10,27	4% 6% - - - - - - - - - - - - - - - - - -	(0a Quota) September 60 1000 \$2,700 \$4,500 \$1,675 \$7,500 \$1,1,075 \$7,500 \$1,1,075 \$1,000 \$4,4000 \$3,375 \$1,1,250 \$1,250 \$1,250 \$1,1,250 \$1	- 5% 8% 13% 20% - 15% 24% - 6% 19% - 30%	(On Quota) October 60 62 52,270 59,375 510,000 60 50 510,500 50 513,500	- 4% 4% 13% 13% 14% - 14% 12% - 19% 25% - 24%
Part # Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Part # Description SRP SRP Cost Description SRP Cost	% of Annua On or Rel 340-00 Product 1 \$100.00 \$45.00 340.01 Product 2 \$200.00 \$125.00 340.03 \$175.00 340.03 \$175.00 340.03 \$175.00 340.04 \$175.00 340.04 \$175.00 340.04 \$175.00 \$175.0	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual	January January 30 \$1,350 \$1,350 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,500 \$14,000 \$13,500 \$10,500\$100\$100\$100\$100\$100\$100\$100\$100\$100\$	- 2% 5% - 11% 14% - 15% 20% - 19% 18%	(On Quota) February 65 80 \$2,925 \$3,600 65 80 \$11,375 \$14,000 \$14,625 \$14,000 65 80 \$14,625 \$14,000 \$14,625 \$19,175 \$2,3,600 \$2,300 \$2,925 \$2,925 \$19,175 \$2,3,600 \$2,925 \$2,925 \$2,925 \$2,925 \$2,925 \$2,925 \$2,925 \$2,925 \$2,925 \$2,925 \$2,925 \$2,925 \$3,600 \$3,600 \$3,600 \$4,65 \$4,65 \$4,000 \$4,65 \$4,000 \$4,65 \$4,000 \$4,65 \$4,000 \$4,65 \$4,000 \$4,65 \$4,000 \$4,65 \$4,000 \$4,65 \$4,000 \$4,65 \$4,000 \$4,65 \$4,000 \$4,65 \$4,000 \$4,65 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,125 \$4,000 \$4,175 \$2,3,600 \$4,175 \$4,250 \$4,000 \$4,125 \$4,250 \$4,000 \$4,175 \$4,3,600 \$4,175 \$4,250 \$4,175	4% 5% 11% 13% 15% 15% 19% 23%	(On Quota) March 55 80 \$2,475 \$3,600 55 \$10,000 55 \$10,000 55 \$10,000 \$9,827 \$14,000 \$12,375 \$14,000 \$12,375 \$14,000 \$12,275 \$16,000 \$12,275 \$16,000 \$12,275 \$16,000 \$12,275 \$16,000 \$12,275 \$16,000 \$12,275 \$16,000 \$12,275 \$16,000 \$12,275 \$16,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$10,000 \$12,275 \$14,000 \$12,275 \$10,000 \$12,275 \$14,000 \$14,275 \$15,225 \$15	4% 6% 11% 15%	(On Quota) April 60 75 \$2,700 \$3,375 60 \$9,375 \$10,500 \$13,125 \$13,125 \$13,255 \$13,275 \$13,275 \$13,275 \$13,275 \$13,275 \$13,275 \$13,275 \$13,275 \$13,275 \$13,27555 \$13,2755 \$13,27555 \$13,27555 \$13,27	4% 5% - 11% 13% -	(On Quota) May 60 50 52,700 \$2,700 \$2,200 \$10,000 \$10,000 \$10,000 \$6,125 \$8,750 \$10,000 \$	- 4% 3% - 11% 14% - - - - 24% 26%	(On Queta) P June 60 75 \$2,700 \$3,375 60 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,700 \$10,700 \$22,600 \$22,600 \$22,600 \$22,600 \$22,600 \$22,600 \$22,600 \$22,600 \$22,600 \$22,600 \$22,600 \$22,600 \$22,600 \$22,600 \$22,700 \$23,700 \$23,700 \$24,700 \$25,700	% Fest 4% 5% 11% 14% 15% 16% - 15% 25%	(On Quota) amary Forecast July 60 80 82,700 \$3,600 \$10,0000 \$10,0000	4% 6% 12% 17% 23% 17% 30%	(On Queta) August 60 90 82,700 \$4,00 \$0,000 \$10,00		(0a Quota) September 60 100 \$2,700 \$4,500 \$11,875 50 \$8,750 \$11,875 \$11,875 \$3,375 \$1,1250 \$3,3,75 \$1,1250 60 10 \$3,3,75 \$1,1250 60 10 \$3,2700 \$1,000 \$2,000 \$	5% 8% 13% 20%	(On Quota) October 60 65 52,700 \$2,270 80 \$3,375 \$10,000 60 \$10,500 \$8,700 60 \$3,13,500 \$13,500 \$13,500 \$5,500	- 4% 4% 13% 13% 14% - 14% - 12% - - 19% 25% -
Part # Description SRP Cost Part # Description SRP Cost Description SRP Cost Description SRP Cost Part # Description SRP Cost Part # Description SRP SRP SRP SRP SRP SRP SRP Part #	% of Annua On or Bel 340-00 Product 1 \$100.00 340-01 946.00 340-01 \$125.00 340-02 Product 3 \$250.00 \$175.00 340-03 \$175.00 \$175.00 \$40.00 \$175.00 340-03 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$40.00 \$175.00 \$175.00 \$40.00 \$175.00 \$175.00 \$40.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$100.00 \$175.00 \$100.00 \$175.00 \$100.00	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual	11% (On Quota) 300 30 30 33,360 60 51,350 80 57,500 510,500 510,500 510,500 511,700 80 80 80 80 812,375 80 80 817,700	- 2% 5% 5% 11% 14% 20% 20% 19% 18% - 25%	(On Quota) February 65 80 \$2,925 \$3,600 \$65 \$6 \$0 \$8,125 \$10,000 \$65 \$80 \$11,375 \$14,000 \$5 \$14,000 \$5 \$14,625 \$18,000 \$5 \$18,000 \$5 \$19,000 \$5 \$19,000 \$5 \$10,000 \$5 \$5 \$10,000 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5 \$5	- 4% 5% - 11% 13% - 15% - 19% 23% - 25%	(On Quota) March 55 80 \$2,475 \$3,800 55 \$0 \$6,875 \$10,000 55 \$10,000 55 \$14,000 \$5,8625 \$14,000 \$5,8625 \$14,000 \$5,875 \$1,000 \$1,000 \$5,875 \$1,0000 \$1,0000 \$1,000 \$1,000 \$1	4% 6% 11% 15% 22% 19% 28%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,125 60 75 \$13,125 60 75 \$13,125 60 75 \$13,125 60 75 \$13,125 60 75 \$13,125 60 75 \$13,125 60 75 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,500 \$15,150 60 75 \$13,500 \$15,150 60 75 \$13,500 \$15,150 60 75 \$13,500 \$15,150 60 75 \$13,500 \$15,150 \$15	4% 5% - 11% 13% - 15% 19% - 19% 24% - - - - - - - - - - - - - - - - - - -	(On Quota) May 60 50 52,2700 \$2,2700 \$2,2700 \$3,500 \$10,000 35,500 \$10,000 35,500 \$4,6125 \$8,750 \$16,875 \$18,8000 \$16,875 \$18,8000 \$17,700 \$0 \$17,700	- 4% 3% - 11% 14% - - - 24% 26% - - 25%	(On Queta) June 60 75 \$2,700 \$3,375 60 \$10,500 \$10,500 \$11,375 60 \$13,500 \$11,575 \$13,500 \$11,575 \$13,500 \$11,575 \$15,500 \$15,500 \$15,500 \$15,500 \$15,500 \$15,500 \$10,5000 \$10,500 \$10,	% Fest - - 4% 5% - - 11% 14% - 15% 16% - 19% 25%	(On Quota) many Forecast July 60 80 82,700 82,700 82,700 83,800 80 810,000 \$110,000 \$10,000	4% 6% 12% 17% 23% - 17% 30% - 17%	(On Queta) August 60 90 92,700 \$4,050 60 \$5,000 \$10,500 \$17,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,250 80 \$13,250 \$13,250 \$13,270 \$10,27	4% 6% - - - - - - - - - - - - - - - - - -	(0a Quota) September 60 1000 \$2,700 \$4,500 \$1,675 \$7,500 \$1,1,075 \$7,500 \$1,1,075 \$1,000 \$4,4000 \$3,375 \$1,1,250 \$1,250 \$1,250 \$1,1,250 \$1	- 5% 8% 13% 20% - 15% 24% - 6% 19% - 30%	(On Quota) October 60 62 52,270 59,375 510,000 60 50 510,500 50 513,500	- 4% 4% 13% 13% 14% - 14% 12% - 19% 25% - 24%
Part # Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Description SRP Description SRP Aprt #	% of Annua On or Bel 340-00 Product 1 \$100.00 \$46.00 \$46.00 \$46.00 \$46.00 \$125.00 340.02 Product 3 \$250.00 \$175.00 340.02 \$175.00 340.02 \$175.00 340.02 \$175.00 \$126.00 \$145.00\$100\$100\$100\$100\$100\$100\$100\$100\$100\$	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual	11% (On Quota) 30 30 30 30 30 33,600 53,600 60 57,500 \$10,000\$10,000 \$10,0000\$1000\$1	- 2% 5% 5% - - - - - - - - - - - - - - - -	(On Quota) February 65 80 \$2,925 \$3,600 65 80 \$8,125 \$10,000 65 80 \$11,375 \$14,000 65 80 \$11,375 \$14,000 65 80 \$14,425 \$18,000 65 80 \$14,425 \$18,000 65 80 \$19,175 \$2,3600 \$20,475 80	- - - - - - - - - - - - - - - - - - -	(On Quota) March 55 80 \$2,475 \$3,600 \$55 \$10,000 55 \$10,000 \$9,625 \$10,000 \$9,625 \$10,000 \$9,625 \$10,000 \$9,625 \$10,000 \$9,625 \$10,000 \$9,625 \$10,000 \$9,625 \$10,000 \$9,625 \$10,000 \$9,625 \$10,000 \$9,625 \$10,000 \$1,2375 \$10,0000 \$10,0000 \$10,	4% 6% 111% 15% 22% - 15% 22% - 19% 28% - 25% - 25%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 \$10,500 \$13,150 60 75 \$13,1500 \$16,875 60 \$14,770 \$16,875 60 75 \$17,700 \$2,1700 \$16,875 60 75 \$17,700 \$17,516 60 75 \$17,700 \$2,1700 \$17,516 60 75 \$17,500 80,275 60 75 \$10,500	4% 5% - 11% - 15% - 15% - 19% - 24% - 25% 31% - 22%	(On Quota) May 60 50 52,700 \$2,270 80 \$7,500 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,000		(On Queta) P June 60 75 \$2,700 \$3,375 60 \$10,500 \$10,500 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$	% Fest	(On Quota) many Forecast july 60 80 82,700 \$2,700 \$2,700 \$10,000 \$10,000 \$10,000 \$10,000 \$10,050 \$10,050 \$10,050 \$10,050 \$10,050 \$10,050 \$10,255 \$18,000 \$0 \$10,255 \$18,000 \$0 \$10,255 \$1	4% 6% 12% 17% 23% -	(On Queta) August 60 90 82,700 \$4,050 44 80 \$5,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$13,5000 \$13,5000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$18,000 \$10,0000 \$10,0000 \$10,0000 \$		(0a Quota) September 60 100 52,700 54,500 54,500 541,875 50 541,875 50 541,875 511,250 60 53,375 \$11,250 60 53,375 \$11,250 60 53,375 \$11,250 60 53,375 \$11,250 60 53,375 \$11,250 60 53,375 \$11,250 60 53,375 \$11,250 60 54,500 55,500 56,5000 56,5000 56,5000 56,5000 56,5000 56,500	- 5% 8% 13% 20% -	(On Quota) October 60 65 52,700 52,925 80 52,925 80 53,9375 \$10,000 60 50 \$10,500 \$10,500 \$10,500 \$10,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$10,200 \$13,500 \$10,200 \$13,500 \$10,200 \$13,500 \$10,20	
Part # Description SRP Cost Part # Description SRP Cost Part # Description SRP Cost Part # Description SRP Cost Part # Description Part # Description	% of Annua On or Bel 340-00 Product 1 \$100.00 \$445.00 340-01 Product 2 \$200.00 \$125.00 340-02 Product 3 \$300.00 \$175.00 \$400.00 \$175.00 340-03 \$175.00 \$400.00 \$225.00 340-04 Product 5 \$255.00 340-04 Product 5 \$255.00 340-04 Product 5 \$255.00 340-04 Product 5 \$255.00 \$455.00 \$225.00 \$45	al Forecast Achieved low Quota for Year: L73% Units Forecast Actual Units Forecast Actual SSS Forecast Actual Actual SSS Forecast Actual SSS Forecast Actual Actual SSS Forecast Actual SSS Forecast Actual	11% (On Quota) (On Quota) 30 30 33,000 53,3600 53,3600 54,3500 57,500 57,500 57,500 58,05,000 50,000 50,000 50,000 50,000 512,375 600 512,375 600 512,375 600 512,375 600 512,375 600 512,375 600 512,500 510,500 510,500 510,	- 2% 5% 5% 11% 11% 20% - 15% 20% - 18% - 25% 34% -	(On Quota) February 65 80 \$2.925 \$3,600 65 80 \$8,125 \$10,000 65 80 \$11,375 \$14,000 65 80 \$11,475 \$14,000 65 80 \$11,475 \$14,000 65 80 \$11,975 \$23,600 65 80 \$20,475 \$25,200	4% 5% - 11% 13% 15% 18% - 23% 21% 31%	(On Quota) March 55 80 \$2,2475 \$3,600 \$5,86,875 \$0,000 \$5,56 80 \$4,000 \$55 \$14,000 \$55 \$14,000 \$55 \$14,000 \$55 \$14,000 \$55 \$14,000 \$55 \$14,000 \$55 \$14,000 \$55 \$12,275 \$10 \$0 \$10,000 \$10,025 \$55 \$0 \$0 \$55 \$25,200 \$17,255 \$25,200 \$27,255 \$25,255 \$	4% 6% 11% 15% 22% 19% 28% - 25% 36%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$7,500 \$10,500 \$13,125 60 75 \$10,500 \$13,125 60 75 \$13,500 \$13,500 \$13,125 60 75 \$13,500 \$13,500 \$13,125 60 75 \$13,500 \$13,500 \$13,500 \$15,125 60 75 \$13,500 \$15,125 60 75 \$13,500 \$15,125 60 75 \$15,1500 \$15,150 \$15,15000 \$15,15000 \$15,15000 \$15,150000 \$15,150000000 \$15,1500000000000000000000000000000	4% 5% - 11% 13% - 15% - 19% 24% - - - - - - - - - - - - - - - - - - -	(On Quota) May 60 50 52,2700 \$2,2700 \$2,2200 \$50 \$50 \$7,500 \$7,500 \$7,500 \$7,500 \$50,550 \$6,125 \$8,750 \$18,020 \$0 \$12,200 \$2,800 \$0 \$12,200 \$2,800 \$0 \$12,200 \$12,200 \$14,200 \$14,200 \$14,200 \$14,200 \$14,200 \$14,200 \$14,200 \$14,200 \$14,200 \$14,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$15,200 \$16,200 \$10,200 \$	4% 3% 11% 14% 9% 13% - 24% 26% - 25% 34%	(On Queta) June 60 75 52,700 53,375 60 57,500 \$7,500 \$7,500 \$10,500 \$10,500 \$11,375 60 \$13,550 \$11,375 60 \$13,550 \$15,550 \$15,	% Fest	(On Quota) marry Forecast July 60 80 82,700 82,700 82,700 83,800 80 80 80 80 810,500 814,000 814,000 810,500 814,000 818,900 80 818,900	4% 6% 12% 17% 23% - 17% 30% - 17% 12% -	(On Queta) August 60 90 92,700 \$4,050 60 \$5,000 \$10,500 \$10,500 \$10,500 \$17,500 \$17,500 \$13,500 \$13,500 \$13,500 \$13,800 \$14,275 80 \$13,800 \$14,275 80 \$14,275 80 \$15,800 \$14,275 80 \$15,800 \$15,800 \$16,800 \$16,800 \$16,800 \$16,800 \$16,800 \$16,800 \$16,800 \$16,800 \$16,800 \$16,800 \$16,800 \$17,500 \$17,500 \$17,500 \$17,500 \$17,500 \$17,500 \$17,500 \$17,500 \$18,275 \$12,275 \$12,275 \$13,800 \$14,800 \$14,800 \$10,800 \$15,800 \$15,800 \$15,800 \$15,800 \$15,800 \$15,800 \$15,800 \$15,800 \$15,800 \$15,800 \$15,800 \$15,800 \$16,800 \$17,500 \$17,500 \$17,500 \$17,500 \$17,500 \$18,800 \$12,800 \$12,800 \$12,800 \$13,800 \$14,800 \$15,800 \$15,800 \$15,800 \$15,800 \$16,800 \$16,800 \$16,800 \$10	4% 6% 8% 16% 27% 21% 28% 28% 21% 37%	(0n Quota) September 60 1000 \$4,500 95 \$7,500 \$11,075 \$1,500 \$11,075 \$14,000 \$14,000 \$14,000 \$14,000 \$14,000 \$1,57,000 \$14,000 \$1,57,000 \$1,000 \$1,000 \$1,57,000 \$1,0000 \$1,0000 \$1,0000 \$1,0000 \$1,0	- 5% 8% 13% 20% - 15% 24% - 5% 19% - 30% 50%	(On Quota) October 60 62 82,2700 \$2,2925 80 \$3,375 \$10,000 \$3,3750 \$0 \$10,500 \$3,350 \$13,500 \$13,	4% 4% 13% 14% 12% - 19% 25% - 24% 8% -
Part # Description SRP Coat Part # Description SRP Coat Description SRP Coat Part # Description SRP Coat Part # Description SRP Coat Part #	% of Annua On or Bel 340-00 Product 1 \$100.00 \$46.00 \$46.00 \$46.00 \$46.00 \$125.00 340.02 Product 3 \$250.00 \$175.00 340.02 \$175.00 340.02 \$175.00 340.02 \$175.00 \$126.00 \$140.00 \$1	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual	11% (On Quota) 30 30 31,350 33,600 400 51,3500 51,3500 51,0500 514,000 60 55 513,500 514,000 60 813,500 813,500 823,600 60 80 818,900 818,900 330 93	- 2% 5% 5% - - - - - - - - - - - - - - - -	(On Quota) February 65 80 \$2,925 80 \$3,600 65 80 \$11,375 \$14,000 \$14,625 \$14,000 \$14,625 \$19,175 \$23,600 65 80 \$19,175 \$23,600 65 80 \$19,175 \$23,600 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 80 \$2,925 \$2,	- - - - - - - - - - - - - - - - - - -	(On Quota) March 55 80 \$2,475 \$3,600 55 \$10,000 \$40,275 \$10,000 \$40,275 \$10,000 \$40,275 \$12,375 \$12,375 \$12,375 \$12,375 \$10,000 \$5,82,75 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$10,000 \$12,275 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$10,000 \$12,275 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$12,375 \$13,000 \$15,275 \$12,375 \$12,375 \$13,000 \$15,275 \$12,375 \$13,000 \$15,275 \$12,375 \$12,375 \$13,000 \$15,275 \$12,375 \$13,000 \$15,275 \$12,375 \$13,000 \$15,275 \$13,000 \$15,275 \$12,375 \$13,000 \$15,275 \$13,275 \$13,000 \$15,275 \$13,275 \$14,275 \$15,275	4% 6% 111% 15% 22% - 15% 22% - 19% 28% - 25% - 25%	(On Quota) April 60 75 \$2,700 \$3,375 60 \$9,375 \$10,500 \$13,125 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$15,7700 \$13,500 \$15,7700 \$15,7000 \$15,700 \$15,700 \$15,700 \$15,7000 \$15,7000 \$15,70	4% 5% - 11% - 15% - 15% - 19% - 24% - 25% 31% - 22%	(On Quota) May 60 50 52,700 \$2,270 \$2,270 \$2,270 \$10,0000 \$10,0000		(On Queta) P June 60 75 52,700 83,375 80 80 810,000 810,000 810,000 810,000 813,500 813,500 813,500 813,500 813,500 813,500 813,500 814,500 822,600 60 83,315 80 80 80 813,500 814,500 822,600 80 814,500 822,600 80 814,500 823,600 814,500 823,600 814,500 823,600 814,500 823,800 825,800 800 800 800 800 800 800 800	% Fest	(On Quota) amary Forecast July 60 80 82,700 \$3,600 \$10,0000 \$10,0000	4% 6% 12% 17% 23% -	(On Queta) August 60 90 82,700 \$4,00 \$10,0000 \$10,0000 \$10,0000 \$1		(0a Quota) September 60 100 52,700 54,200 54,200 \$11,875 50 53,375 \$11,875 54,1250 54,4000 \$3,375 \$1,1250 60 54,500 \$4,8000 \$22,800 80 \$18,800 \$3,85200 3055	- 5% 8% 13% 20% -	(On Quota) October 60 65 52,700 \$2,270 80 \$3,375 \$10,000 60 \$10,500 \$8,700 60 \$13,500 \$10,000 \$13,500 \$10,500 \$1	
Part # Description SRP Coat Description SRP Coat Description SRP Coat Description SRP Coat Description SRP Coat Description SRP Coat Description SRP Coat Description SRP Coat Description SRP Coat SRP	% of Annua On or Bel 340-00 Product 1 \$100.00 \$46.00 \$46.00 \$46.00 \$46.00 \$125.00 340.02 Product 3 \$250.00 \$175.00 340.02 \$175.00 340.02 \$175.00 340.02 \$175.00 \$126.00 \$140.00 \$1	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual	11% (On Quota) 30 30 30 80 81,350 80 80 80 80 80 80 80 80 80 80 80 80 80	- 2% 5% 5% - - - - - - - - - - - - - - - -	(On Quota) February 65 80 \$2,925 \$3,800 65 80 \$8,125 \$10,000 65 \$14,000 65 \$14,000 65 80 \$14,405 \$14,000 65 80 \$14,405 \$14,000 65 80 \$14,000 65 80 \$14,000 65 80 \$14,000 65 80 \$14,000 65 80 \$14,000 65 80 \$14,000 65 80 \$14,000 65 80 \$14,000 65 80 \$14,000 65 80 \$14,000 65 80 \$14,000 65 80 80 \$14,000 65 80 80 \$14,000 65 80 80 \$14,000 65 80 \$14,000 65 80 80 80 80 80 80 80 80 80 80	- - - - - - - - - - - - - - - - - - -	(0a Quota) March 55 80 \$2,475 \$3,600 55 \$10,000 \$10,355 \$10,355 \$10,000 \$10,355 \$10,	4% 6% 111% 15% 22% - 15% 22% - 19% 28% - 25% - 25%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$7,500 \$9,375 60 75 \$10,500 \$13,500 \$16,875 60 75 \$13,500 \$16,875 60 75 \$13,500 \$16,875 60 75 \$13,500 \$16,875 60 75 \$13,500 \$14,875 60 75 \$13,500 \$14,875 60 75 \$13,500 \$14,875 60 75 \$13,500 \$14,875 60 75 \$13,500 \$14,875 60 75 \$15,500 \$14,875 60 75 \$15,500 \$10,500 \$13,500 \$14,875 60 75 \$13,500 \$14,875 60 75 \$13,500 \$14,875 60 75 \$13,500 \$14,875 60 75 \$13,500 \$14,875 60 75 \$13,500 \$14,875 60 75 \$15,875 60 75 \$15,500 \$14,875 60 75 \$15,500 \$14,875 60 75 \$15,500 \$16,875 60 75 \$15,500 \$16,875 60 75 \$15,500 \$16,875 60 75 \$15,500 \$16,875 60 75 \$15,500 \$16,875 60 75 \$17,700 \$22,125 60 75 \$18,800 \$16,875 60 75 \$17,700 \$22,125 60 75 \$18,800 \$15,800 \$15,800 \$16,875 60 75 \$18,800 \$16,875 60 75 \$18,800 \$16,875 60 75 \$18,800 \$15,8000 \$15,800 \$15,80000 \$15,80000 \$15,80000 \$15,80000 \$15,8000000 \$15,8000000000000000000000000000000000000	4% 5% - 11% - 15% - 15% - 19% - 24% - 25% 31% - 22%	(On Quota) May 60 50 \$2,270 \$2,270 \$2,250 60 \$35 \$6,62 \$4,750 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,00000 \$10,00000 \$10,00000 \$10,0000000 \$10,0000000 \$10,00000000000000000000000000000000000		(On Queta) P June 60 75 \$2,700 \$3,375 60 \$10,000 \$11,000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,00000 \$10,00000 \$10,00000 \$10,000000 \$10,0000000 \$10,00000000000000000000000000000000000	% Fest	(On Quota) many Forecast July 60 80 82,700 \$2,700 \$3,800 60 80 \$10,000 \$10,000 \$10,000 \$10,050 \$10,050 \$10,050 \$10,050 \$10,050 \$10,255 \$18,000 35 \$10,255 \$18,000 \$25,200 \$25,200 \$22,200 \$24,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$20,200 \$25,200 \$25,200 \$20,200 \$25,200	4% 6% 12% 17% 23% -	(On Queta) August 60 90 82,700 \$4,050 44 80 \$5,000 \$10,0000 \$10,0		(0a Quota) September 60 100 \$2,200 \$4,500	- 5% 8% 13% 20% -	(On Quota) October 60 65 \$2,700 \$2,925 75 \$10,000 60 \$3,0,500 \$10,500 \$10,500 \$10,500 \$10,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,51000 \$13,51000 \$13,510000 \$13,5100000 \$13,5100000000000000000000000000000000000	
Part # Description SRP Cost Part # Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description	% of Annua On or Bel 340-00 Product 1 \$100.00 \$46.00 \$46.00 \$46.00 \$46.00 \$125.00 340.02 Product 3 \$250.00 \$175.00 340.02 \$175.00 340.02 \$175.00 340.02 \$175.00 \$126.00 \$140.00 \$1	al Forecast Achieved low Quota for Year: 1,75% Units Forecast Actual Units Forecast Actual Star Forecast Actual Units Forecast Actual	11% (On Quota) 30 30 30 30 31,350 41,350 80 51,350 80 51,050 510,500 \$14,000 514,000 514,000 513,500 \$14,000 513,500 \$13,500 \$13,500 \$13,500 \$14,000\$14,000\$14,000\$14,000\$14,000\$14,000\$14,000\$14,000\$14,000\$14,000\$10	2% 5% 5% 11% 14% 20% 20% 15% 20% 18% 18% 25% 34% 34% 25% 34% 27% 36%	(On Quota) February 65 80 \$2,925 \$3,600 65 80 \$8,125 \$10,000 65 80 \$11,375 \$14,000 65 80 \$11,375 \$14,000 65 80 \$14,825 \$18,000 65 80 \$19,175 \$23,600 65 80 \$20,475 \$25,200 390 480 \$76,700	4% 5% 11% 13% 13% 15% 18% 23% 25% 25% 33%	(On Quota) March 55 80 \$2,475 \$2,475 \$2,475 \$3,000 \$55 \$6,875 \$10,000 \$9,625 \$14,000 \$3,9,625 \$14,000 \$3,9,625 \$14,000 \$3,9,625 \$12,375 \$	4% 6% 111% 15% 22% 28% 28% 25% 36% 25% 36%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 \$13,125 60 75 \$10,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,25 61,575 60 75 \$13,500 \$13,255 61,575 60 75 \$13,500 \$13,255 61,575 60 75 \$13,500 \$13,255 61,575 60 75 \$13,500 \$13,255 61,575 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$14,500 \$13,255 60 75 \$14,500 \$13,255 60 75 \$14,500 \$14,500 \$15,255 60 75 \$14,500 \$15,255 60 75 \$14,500 \$15,255 60 75 \$14,500 \$22,125 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$23,625 \$15,500 \$25,505 \$15,500 \$25,505 \$15,500 \$25,505 \$15,500 \$25,505 \$15,500 \$25,505 \$15,500 \$25,505 \$15,500 \$25,505 \$15,500 \$25,505 \$15,500 \$25,505 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,500 \$25,605 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,50000 \$15,5000 \$15,500000 \$15,500000 \$15,500000000000000000000000000000	4% 5% 11% 13% - - - - - - - - - - - - - - - - - - -	(On Quota) May 60 50 52,2700 \$2,2700 \$2,2700 \$2,2700 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,00000 \$10,00000 \$10,00000 \$10,000000 \$10,000000 \$10,0000000 \$10,00000000000000000000000000000000000		(On Queta) P June 60 75 \$2,700 \$3,700 \$10,0000 \$10,0000 \$10,0000	5% Feat 	(On Quota) many Forecast July 60 80 82,700 82,700 80 80 80 80 80 80 80 80 80		(On Queta) August 60 90 82,700 \$4,050 80 80 80 80 810,500 810,500 810,500 817,500 813,267 80 813,265 823,800 813,265 823,800 80 813,255 823,800 80 813,255 825,800 825,520 825		(0a Quota) September 60 1000 \$4,500 \$4,500 \$11,875 50 50 \$3,750 \$11,875 \$11,259 \$3,375 \$11,259 \$3,375 \$14,000 \$3,375 \$14,000 \$3,375 \$1,259 60 100 \$3,375 \$1,259 60 \$3,375 \$1,259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$3,375 \$3,375 \$3,375 \$3,1259 \$3,375 \$	5% 8% 13% 20%	(On Quota) October 60 65 \$2,2700 \$2,2925 \$10,000 60 \$3,0,000 \$10,500 60 \$3,15,000 \$13,500	
Part # Description SRP Coat Part # Description SRP Coat Description SRP Coat Part # Description SRP Coat Part # Description SRP Coat Part #	% of Annua On or Bel 340-00 Product 1 \$100.00 \$46.00 \$46.00 \$46.00 \$46.00 \$125.00 340.02 Product 3 \$250.00 \$175.00 340.02 \$175.00 340.02 \$175.00 340.02 \$175.00 \$126.00 \$140.00 \$1	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual	11% (On Quota) 30 30 30 80 81,350 80 80 80 80 80 80 80 80 80 80 80 80 80	- 2% 5% 5% 11% 14% 20% - 15% 20% - 15% 22% 34% - 22% 34% - 22% 36% - 22%	(On Quota) February 65 80 \$2,925 80 \$3,600 65 80 \$8,125 \$10,000 65 \$8,125 \$10,000 65 \$3,14,000 65 80 \$11,375 80 \$14,000 65 80 \$14,625 \$18,000 65 \$3,14,625 \$18,000 65 \$3,23,600 \$5,23,260 \$6,5 80 \$20,475 \$2,23,600 \$5,20,475 \$2,5200 \$390 \$480 \$76,700 \$34,400 \$5,700 \$4,400 \$5,700 \$4,400 \$5,700 \$5	- - - - - - - - - - - - - - - - - - -	(0a Quota) March 55 80 \$2,475 \$3,600 55 \$10,000 \$10,355 \$10,355 \$10,000 \$10,355 \$10,	4% 6% 111% 15% 22% - 15% 22% - 19% 28% - 25% - 25%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 \$3,375 60 75 \$10,500 \$10,500 \$13,500 \$13,500 \$13,500 \$16,875 \$17,700 \$2,2125 60 75 \$17,700 \$2,2125 60 75 \$18,900 \$2,2,60 75 \$18,900 \$2,600 \$2,500 \$3,800	4% 5% - 11% - 15% - 15% - 19% - 24% - 25% 31% - 22%	(On Quota) May 60 50 52,700 \$2,200 \$2,200 \$2,200 \$3,500 \$10,0000		(On Queta) P June 60 75 \$2,700 \$3,375 60 \$10,000 \$11,000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,00000 \$10,00000 \$10,00000 \$10,000000 \$10,0000000 \$10,00000000000000000000000000000000000	% Fest	(On Quota) many Forecast July 60 80 82,700 \$2,700 \$3,800 60 80 \$10,000 \$10,000 \$10,000 \$10,050 \$10,050 \$10,050 \$10,050 \$10,050 \$10,255 \$18,000 35 \$10,255 \$18,000 \$25,200 \$25,200 \$22,200 \$24,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$20,200 \$25,200 \$25,200 \$20,200 \$25,200	4% 6% 12% 17% 23% -	(On Queta) August 60 90 82,700 \$4,050 44 80 \$5,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,500 \$10,500 \$10,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,275 \$23,600 \$18,900 \$18,900 \$25,20		(0a Quota) September 60 100 \$2,200 \$4,500	- 5% 8% 13% 20% -	(On Quota) October 60 65 \$2,700 \$2,925 75 \$10,000 60 \$3,0,500 \$10,500 \$10,500 \$10,500 \$10,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,5100 \$13,51000 \$13,51000 \$13,510000 \$13,5100000 \$13,5100000000000000000000000000000000000	- 4% 4% 4% 13% 14% 14% 14% 25% - 25% - 24% 35% - 26% 35% - 20% 35%
Part # Description SRP Cost Part # Description SRP Cost Part # Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost	% of Annua On or Bel 340-00 Product 1 \$100.00 \$46.00 \$46.00 \$46.00 \$46.00 \$125.00 340.02 Product 3 \$250.00 \$175.00 340.02 \$175.00 340.02 \$175.00 340.02 \$175.00 \$126.00 \$140.00 \$1	al Forecast Achieved low Quota for Year: 1,75% Units Forecast Actual Units Forecast Actual Star Forecast Actual Units Forecast Actual	11% (On Quota) 30 30 30 30 31,350 41,350 80 51,350 80 51,050 510,500 \$14,000 60 510,500 \$14,000 \$14,000 \$14,000 \$14,000 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$14,5000\$1000\$1000\$1000\$1000\$1000\$1000\$1000	2% 5% 5% 11% 14% 20% 20% 15% 20% 18% 18% 25% 34% 34% 25% 34% 27% 36%	(On Quota) February 65 80 \$2,925 80 \$3,600 65 80 \$8,125 \$10,000 65 \$8,125 \$10,000 65 \$3,14,000 65 80 \$11,375 80 \$14,000 65 80 \$14,625 \$18,000 65 \$3,14,625 \$18,000 65 \$3,23,600 \$5,23,260 \$6,5 80 \$20,475 \$2,23,600 \$5,20,475 \$2,5200 \$390 \$480 \$76,700 \$34,400 \$5,700 \$4,400 \$5,700 \$4,400 \$5,700 \$5		(On Quota) March 55 80 \$2,475 \$3,600 55 \$10,000 55 \$10,000 55 \$10,000 \$4,400 \$12,375 \$18,000 \$12,375 \$18,000 \$12,375 \$18,000 \$12,375 \$18,000 \$12,375 \$18,000 \$12,375 \$18,000 \$12,375 \$13,200 \$12,375 \$13,200 \$12,375 \$13,200 \$12,375 \$13,200 \$12,375 \$13,200 \$12,375 \$13,200 \$14,000 \$15,255 \$12,275 \$12	4% 6% 111% 15% 22% 28% 28% 25% 36% 25% 36%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 \$3,375 60 75 \$10,500 \$10,500 \$13,500 \$13,500 \$13,500 \$16,875 \$17,700 \$2,2125 60 75 \$17,700 \$2,2125 60 75 \$18,900 \$2,2,60 75 \$18,900 \$2,600 \$2,500 \$3,800	4% 5% 11% 13% 15% 19% 24% 31% 25%	(On Quota) May 60 50 52,700 \$2,200 \$2,200 \$2,200 \$3,500 \$10,0000		(On Queta) P June 60 75 \$2,700 \$3,375 60 \$10,0000 \$10,000 \$10,0000	5% Feat 	(On Quota) many Forecast July 60 80 82,700 82,700 80 80 80 80 80 80 80 80 80	4% 6% 12% 17% 23%	(On Queta) August 60 90 82,700 \$4,050 44 80 \$5,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,500 \$10,500 \$10,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,275 \$23,600 \$18,900 \$18,900 \$25,20		(0a Quota) September 60 100 \$2,700 \$4,500 \$11,875 50 \$31,875 \$11,875 \$11,875 \$3,8750 \$14,000 \$14,000 \$11,875 \$11,250 \$0 \$3,8750 \$11,250 \$0 \$3,750 \$11,250 \$3,750 \$11,250 \$3,750 \$11,250 \$3,750 \$4,000 \$3,750 \$4,000 \$4,000 \$4,000 \$5,5000 \$5,5000 \$5	5% 8% 13% 20%	(On Quota) October 60 65 \$2,2700 \$2,2925 \$10,000 60 \$3,0,000 \$10,500 60 \$3,15,000 \$13,500	
Part # Description SRP Cost Part # Description SRP Cost Part # Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost	% of Annua On or Bel 340-00 Product 1 \$100.00 \$46.00 \$46.00 \$46.00 \$46.00 \$125.00 340.02 \$125.00 340.02 \$125.00 340.02 \$125.00 \$125.00 340.02 \$125.00 \$40.03 \$126.00 \$126.	al Forecast Achieved low Quota for Year: 1,75% Units Forecast Actual Units Forecast Actual Star Forecast Actual Units Forecast Actual	11% (On Quota) 30 30 30 30 31,350 41,350 80 51,350 80 51,050 510,500 \$14,000 60 510,500 \$14,000 \$14,000 \$14,000 \$14,000 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$14,5000\$1000\$1000\$1000\$1000\$1000\$1000\$1000	- 2% 5% 5% 11% 14% 20% - 15% 20% - 15% 22% 34% - 22% 34% - 22% 36% - 22%	(On Quota) February 65 80 \$2,925 80 \$2,925 80 \$8,125 \$10,000 65 80 \$11,375 \$14,625 \$14,625 \$14,625 \$14,625 \$14,625 \$14,625 \$14,625 \$2,925 80 \$14,625 \$14,625 \$14,600 \$14,625 \$2,925 80 \$2,925 80 \$2,925 80 \$14,625 \$2,925 80 \$2,925 80 \$14,625 \$2,925 80 \$2,925 80 \$14,625 \$14,600 \$2,925 80 \$2,925 80 \$2,925 80 \$14,625 \$2,925 80 \$2,925 80 \$14,625 \$2,925 80 \$2,925 80 \$14,625 \$2,925 80 \$2,920 \$3,90 \$3,90 \$4,800 \$3,94,400 Unit		(On Quota) March 55 80 \$2,475 \$3,600 55 \$4,000 55 \$10,000 55 \$10,000 55 \$10,000 55 \$4,000 55 \$4,000 55 \$4,000 55 \$4,000 55 \$10,000 55 \$4,000 \$5,07 \$5,07 \$5,07 \$4,000 \$5,07 \$5,000 \$5,07 \$5,07 \$4,000 \$5,07 \$5,000 \$5,07 \$5,0000 \$5,0000 \$5,0000 \$5,0000 \$5,0000 \$5,0000 \$5,0000 \$5,0000 \$5,0000 \$5,0000 \$5,00000 \$5,00000 \$5,00000 \$5,00000 \$5,000000000 \$5,00000000000000000000000000000000		(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 \$3,375 60 75 \$10,500 \$10,500 \$13,500 \$13,500 \$13,500 \$16,875 \$17,700 \$2,2125 60 75 \$17,700 \$2,2125 60 75 \$18,900 \$2,2,60 75 \$18,900 \$2,600 \$2,500 \$3,800	4% 5% 11% 13% 15% 19% 24% 31% 25%	(On Quota) May 60 50 52,700 \$2,700 \$2,700 \$10,000 \$23,000 \$23,000 \$23,000 \$10,0000 \$10,000 \$10,000 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10		(On Queta) P June 60 75 52,700 \$3,375 60 80 \$10,0000 \$10,0000 \$1	5% Peat - - - - - - - - - - - - -	(On Quota) many Forecast July 60 80 82,700 82,700 80 80 80 80 80 80 80 80 80	4% 6% 12% 17% 23%	(On Queta) August 60 90 82,700 \$4,000 \$10,0000 \$10,0000 \$10,0000 \$		(0a Quota) September 60 100 52,700 54,5000 54,5000 54,5000 54,5000 54,5000 54,5000 54,5000 54,5000	5% 8% 13% 20%	(On Quota) October 60 65 \$2,2700 \$2,2925 \$10,000 60 \$3,0,000 \$10,500 60 \$3,15,000 \$13,500	- 4% 4% 4% 13% 14% 14% 14% 25% - 25% - 24% 35% - 26% 35% - 20% 35%
Part # Description SRP Cost Part # Description SRP Cost Part # Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost	% of Annua On or Bel 340-00 Product 1 \$100.00 340-01 946.00 340-02 Product 2 \$200.00 \$175.00 340-02 Product 3 \$175.00 340-03 \$175.00 340-03 \$175.00 340-04 \$175.00 340-04 \$175.00 340-04 \$175.00 340-04 \$175.00 \$225.00 340-04 \$245.00 \$255.00 \$245.00 \$255.00	al Forecast Achieved low Quota for Year: 1,75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual	11% (On Quota) 30 30 30 30 51,350 60 53,3600 57,500 510,500 510,500 510,500 514,000 514,000 513,500 510,500 513,500 510,500 510,500 510,500 510,500 51	- 2% 5% 5% 11% 14% 20% - 15% 20% - 15% 22% 34% - 22% 34% - 22% 36% - 22%	(On Quota) February 65 80 \$2,925 80 \$3,600 65 80 \$11,375 \$14,000 65 80 \$11,375 \$14,000 65 80 \$11,375 \$24,000 65 80 \$14,825 \$18,000 65 80 \$19,175 \$22,600 80 \$20,475 \$25,200 390 480 \$76,700 \$24,400 Unit		(On Quota) March 55 80 \$2,475 \$2,475 \$2,475 \$2,475 \$2,475 \$3,000 \$4,6475 \$10,000 \$9,625 \$10,000 \$9,625 \$14,000 \$12,375 \$14,000 \$12,375 \$12,375 \$10,000 \$12,375 \$10,000 \$11,555 \$23,660 \$16,225 \$23,660 \$17,325 \$25,250 \$30 \$16,225 \$25,250 \$10,000 \$17,325 \$25,555 \$10,000 \$17,325 \$25,555 \$10,000 \$17,325 \$25,555 \$10,000 \$11,225 \$25,555 \$10,000 \$11,225 \$10,000 \$11,225 \$11,000 \$11,225 \$12,375 \$10,000 \$11,225 \$12,375 \$10,000 \$11,225 \$12,375 \$10,000 \$11,225 \$12,375 \$10,000 \$11,235 \$10,0000 \$10,000 \$10,0	4% 6% 111% 15% 22% 28% 28% 25% 36% 25% 36%	(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 83,375 60 75 \$10,500 813,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,125 60 75 \$13,500 \$13,255 61 75 \$13,500 \$13,255 61 75 \$13,500 \$13,255 61 75 \$13,500 \$13,255 61 75 \$13,500 \$13,255 61 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$13,255 60 75 \$13,500 \$22,125 60 75 \$14,500 \$22,125 \$15,500 \$23,625 \$35,500 \$23,625 \$35,500 \$23,625 \$35,500 \$23,625 \$35,500 \$23,625 \$35,000 \$23,625 \$35,000 \$23,625 \$35,000 \$23,625 \$35,000 \$23,625 \$36,000 \$23,625 \$36,000 \$23,625 \$36,000 \$23,625 \$36,000 \$23,625 \$36,000 \$23,625 \$36,000 \$23,625 \$36,000 \$24,000 \$36,000 \$37,0000 \$37,0000 \$37,0000 \$37,00000 \$37,000000 \$37,000000000000000000000000000000000000	4% 5% 11% 13% 15% 19% 24% 31% 25%	(On Quota) May 60 50 52,2700 \$2,2700 \$2,2700 \$2,2700 \$2,2700 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000		(On Queta) June 60 75 \$2,700 \$3,375 60 80 \$10,500 \$10,500 \$11,375 60 \$11,375 60 \$13,500 \$13,800 \$13,900 \$13,000 \$20,800 \$10,800 \$20,80	5% Feat 	(On Quota) many Forecast July 60 80 \$2,700 \$2,700 \$2,700 \$00 \$00 \$00 \$10,000 \$00 \$10,000	4% 6% 12% 17% 23%	(On Queta) August 60 90 \$2,700 \$4,000 \$10,500 \$10,500 \$10,500 \$10,500 \$10,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$14,500 \$14,500 \$14,500 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,50000 \$15,5000 \$15,5000 \$15,500000 \$15,50000 \$15,50000000 \$1		(0n Quota) September 60 1000 \$4,500 \$11,575 50 50 53,750 \$11,575 \$11,259 \$3,375 \$11,259 \$3,375 \$14,000 \$29,500 \$3,375 \$11,259 60 \$3,375 \$11,259 60 \$3,375 \$11,259 60 \$3,375 \$1,1259 60 \$3,375 \$1,1259 60 \$3,375 \$1,1259 60 \$3,375 \$1,1259 60 \$3,375 \$1,1259 60 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375	5% 8% 13% 20%	(On Quota) October 60 65 52,700 52,925 50,9375 510,000 60 50 510,500 60 531,500 541,500 60 531,500 541,500 60 531,500 541,500 60 531,500 541,500 60 542,925 50 60 542,925 50 50 50 50 50 50 50 50 50 5	- 4% 4% 4% 13% 14% 14% 14% 25% - 25% - 24% 35% - 26% 35% - 20% 35%
Part # Description SRP Cost Part # Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00 340-01 \$125.00 340-02 \$125.00 340-02 \$125.00 340-02 \$125.00 340-02 \$125.00 340-02 \$125.00 340-02 \$125.00 340-02 \$125.00 340-02 \$125.00 340-02 \$125.00 \$105.00	al Forecast Achieved low Quota for Year: 1.75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual Units Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual	11% (On Quon) 30 30 30 30 30 31,350 60 51,500 \$10,000 \$10,000 \$10,000 \$10,000 \$10,500\$100 \$10,500\$100\$100\$100\$100\$100\$100\$100\$100\$100\$	- 2% 5% 5% 11% 14% 20% - 15% 20% - 15% 22% 34% - 22% 34% - 22% 36% - 22%	(On Quota) February 65 80 \$2,925 80 \$3,600 65 80 \$3,600 65 80 \$11,375 80 \$14,000 65 80 \$14,000 \$14,625 \$18,000 \$14,625 \$18,000 \$14,625 \$19,175 \$23,600 \$20,475 \$23,600 \$20,475 \$25,200 \$390 \$480 \$76,700 \$4400 Unit \$55 \$10,000 \$14,000 \$14,625 \$19,175 \$23,600 \$20,475 \$25,500 \$390 \$400 \$14,000 \$14,625 \$19,175 \$23,600 \$19,175 \$23,600 \$300 \$20,475 \$25,205 \$300 \$		(On Quota) March 55 80 \$2,475 \$3,600 55 80 \$40,000 55 \$10,000 55 80 \$40,000 \$40,000 \$12,375 \$10,000 \$12,375 \$10,000 \$12,375 \$23,600 \$12,375 \$10,000 \$12,375 \$10,000 \$12,375 \$10,000 \$12,375 \$10,000 \$12,375 \$10,000 \$12,375 \$10,000 \$12,375 \$10,000 \$12,375 \$10,0000 \$10,0000 \$10,0000 \$10,000 \$10,0000		(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 \$10,500 \$10,500 \$10,500 \$13,500 \$2,2125 \$14,500 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$16,000 \$2,2125 \$2,300 \$2,500	4% 5% 11% 13% 15% 19% 24% 31% 25%	(On Quota) May 60 50 52,700 \$2,200 \$2,200 \$6,25 50 \$10,000 \$23,600 \$00 \$23,600 \$10,000 \$23,600 \$10,000 \$23,600 \$10,000 \$23,600 \$10,000 \$23,600 \$10,000 \$23,600 \$10,000 \$23,600 \$10,000 \$23,600 \$10,000 \$24,000 \$10,000 \$20,000 \$10,000 \$20,000 \$10,000 \$20,000 \$10,000 \$20,000 \$10,000 \$20,000 \$10,000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,0000 \$20,00000 \$20,00000 \$20,000000 \$20,0000000 \$20,0000000000000000000000000000000000		(On Queta) P June 60 75 52,700 53,375 60 80 57,500 \$10,000 60 65 510,500 \$10,000 60 63 510,500 \$10,000 63 80 \$13,500 \$13,500 \$13,500 \$13,200 \$13,200 \$14,000 \$24,800 \$214,000 \$24,425 \$24,455 \$25,455	5% Peat - - - - - - - - - - - - -	(On Quota) many Forecast July 60 80 82,700 \$3,600 \$10,0000 \$10,000	4% 6% 12% 17% 23%	(On Queta) August 60 90 82,700 \$4,00 40 80 \$5,000 \$10,000		(0a Quota) September 60 100 \$2,700 \$4,500 \$5,75,500 \$11,875 50 \$3,8750 \$11,875 \$11,875 \$10 \$3,8750 \$11,875 \$10,970 \$29,800 \$10,907		(On Quota) October 60 65 \$2,700 \$2,925 80 \$3,375 \$10,000 60 \$13,5000 \$13,	- 4% 4% 4% 13% 14% 14% 14% 25% - 25% - 24% 35% - 26% 35% - 20% 35%
Part # Description SRP Cost Part # Description SRP Cost Part # Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost Description SRP Cost	% of Annua On or Bel 340-00 Product 1 \$100.00 \$45.00 \$45.00 \$45.00 \$40.02 Product 3 \$250.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$175.00 \$40.02 \$175.00 \$175.00 \$40.02 \$175.00 \$40.02 \$175.00 \$175.00 \$175.00 \$40.02 \$175.00 \$140.00 \$140.00 \$140.00 \$15.00	al Forecast Achieved low Quota for Year: 1,75% Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual SSS Forecast Actual Units Forecast Actual	11% (On Quota) 30 30 30 30 51,350 60 53,3600 57,500 510,500 510,500 510,500 514,000 514,000 513,500 510,500 513,500 510,500 510,500 510,500 510,500 51	- 2% 5% 5% 11% 14% 20% - 15% 20% - 15% 22% 34% - 22% 34% - 22% 36% - 22%	(On Quota) February 65 80 \$2,925 80 \$3,600 65 80 \$11,375 \$14,000 65 80 \$11,375 \$14,000 65 80 \$11,375 \$24,000 65 80 \$14,825 \$18,000 65 80 \$19,175 \$22,600 80 \$20,475 \$25,200 390 480 \$76,700 \$24,400 Unit		(On Quota) March 55 80 \$2,475 \$2,475 \$2,475 \$2,475 \$2,475 \$3,000 \$4,6475 \$10,000 \$9,625 \$10,000 \$9,625 \$14,000 \$12,375 \$14,000 \$12,375 \$12,375 \$10,000 \$12,375 \$10,000 \$11,555 \$23,660 \$16,225 \$23,660 \$17,325 \$25,250 \$30 \$16,225 \$25,250 \$10,000 \$17,325 \$25,555 \$10,000 \$17,325 \$25,555 \$10,000 \$17,325 \$25,555 \$10,000 \$11,225 \$25,555 \$10,000 \$11,225 \$10,000 \$11,225 \$11,000 \$11,225 \$12,375 \$10,000 \$11,225 \$12,375 \$10,000 \$11,225 \$12,375 \$10,000 \$11,225 \$12,375 \$10,000 \$11,235 \$10,0000 \$10,000 \$10,0		(On Quota) April 60 75 \$2,700 \$3,375 60 75 \$10,500 60 75 \$10,500 60 75 \$10,500 60 75 \$10,500 60 75 \$13,285 60 75 \$13,285 60 75 \$13,500 \$13,128 60 75 \$13,500 \$13,128 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$13,285 60 75 \$13,500 \$22,125 \$14,500 \$23,825 \$35,800 \$23,825 \$35,800 \$23,825 \$35,800 \$23,825 \$35,800 \$23,825 \$360 \$35,800 \$23,825 \$360 \$35,800 \$23,825 \$360 \$360 \$35,800 \$23,825 \$360 \$36	4% 5% 11% 13% 15% 19% 24% 31% 25%	(On Quota) May 60 50 52,2700 \$2,2700 \$2,2700 \$2,2700 \$2,2700 \$10,0000 \$10,0000 \$10,0000 \$10,0000 \$10,0000		(On Queta) June 60 75 \$2,700 \$3,375 60 80 \$10,500 \$10,500 \$11,375 60 \$11,375 60 \$13,500 \$13,800 \$13,900 \$13,000 \$20,800 \$10,800 \$20,80	5% Peat - - - - - - - - - - - - -	(On Quota) many Forecast July 60 80 \$2,700 \$2,700 \$2,700 \$00 \$00 \$00 \$10,000 \$00 \$10,000	4% 6% 12% 17% 23%	(On Queta) August 60 90 \$2,700 \$4,000 \$10,500 \$10,500 \$10,500 \$10,500 \$10,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$13,500 \$14,500 \$14,500 \$14,500 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,5000 \$15,50000 \$15,5000 \$15,5000 \$15,500000 \$15,50000 \$15,50000000 \$1		(0n Quota) September 60 1000 \$4,500 \$11,575 50 50 53,750 \$11,575 \$11,259 \$3,375 \$11,259 \$3,375 \$14,000 \$29,500 \$3,375 \$11,259 60 \$3,375 \$11,259 60 \$3,375 \$11,259 60 \$3,375 \$1,1259 60 \$3,375 \$1,1259 60 \$3,375 \$1,1259 60 \$3,375 \$1,1259 60 \$3,375 \$1,1259 60 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375 \$1,1259 \$3,375		(On Quota) October 60 65 52,700 52,925 50,9375 510,000 60 50 510,500 60 531,500 541,500 60 531,500 541,500 60 531,500 541,500 60 531,500 541,500 60 542,925 50 60 542,925 50 50 50 50 50 50 50 50 50 5	- 4% 4% 4% 13% 14% 14% 14% 25% - 25% - 24% 35% - 26% 35% - 20% 35%

Salesperson:		xxx												Product Su	nmary Forecast							
Commission Rate:		1.75%	January	% Fest	February	% Fest	March	% Fest	April	% Fcst	May	% Fest	June	% Fcst	July	% Fest	August	% Fcst	September	% Fest	October	% Fest
Part #	340-00	Units Forecast	30	-	65	-	55	-	60		60	-	60	-	60	-	60	-	60	-	60	-
Description	Product 1	Actual	80	-	80	-	80	-	75		50	-	75	-	80	-	90	-	100	-	65	-
SRP	\$100.00	\$\$\$ Forecast	\$1,350	2%	\$2,925	4%	\$2,475	4%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,700	5%	\$2,700	4%
Cost	\$45.00	Actual	\$3,600	5%	\$3,600	5%	\$3,600	6%	\$3,375	5%	\$2,250	3%	\$3,375	5%	\$3,600	6%	\$4,050	6%	\$4,500	8%	\$2,925	4%
Part #	340-01	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	60	-	40	-	60	-	75	-
Description	Product 2	Actual	80	-	80	-	80	-	75	-	80	-	80	-	80	-	80		95	-	80	-
SRP	\$200.00	\$\$\$ Forecast	\$7,500	11%	\$8,125	11%	\$6,875	11%	\$7,500	11%	\$7,500	11%	\$7,500	11%	\$7,500	12%	\$5,000	8%	\$7,500	13%	\$9,375	13%
Cost	\$125.00	Actual	\$10,000	14%	\$10,000	13%	\$10,000	15%	\$9,375	13%	\$10,000	14%	\$10,000	14%	\$10,000	17%	\$10,000	16%	\$11,875	20%	\$10,000	14%
Part #	340-02	Units Forecast	60	-	65	-	55	-	60	-	35	-	60	-	60	-	60		50	-	60	-
Description	Product 3	Actual	80	-	80	-	80	-	75	-	50	-	65	-	80	-	100	-	80	-	50	-
SRP	\$300.00	\$\$\$ Forecast	\$10,500	15%	\$11,375	15%	\$9,625	15%	\$10,500	15%	\$6,125	9%	\$10,500	15%	\$10,500	17%	\$10,500	16%	\$8,750	15%	\$10,500	14%
Cost	\$175.00	Actual	\$14,000	20%	\$14,000	18%	\$14,000	22%	\$13,125	19%	\$8,750	13%	\$11,375	16%	\$14,000	23%	\$17,500	27%	\$14,000	24%	\$8,750	12%
Part #	340-03	Units Forecast	60	-	65		55	-	60	-	75	-	60		45	-	60	-	15	-	60	-
Description	Product 4	Actual	55	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	50	-	80	-
SRP	\$400.00	\$\$\$ Forecast	\$13,500	19%	\$14,625	19%	\$12,375	19%	\$13,500	19%	\$16,875	24%	\$13,500	19%	\$10,125	17%	\$13,500	21%	\$3,375	6%	\$13,500	19%
Cost	\$225.00	Actual	\$12,375	18%	\$18,000	23%	\$18,000	28%	\$16,875	24%	\$18,000	26%	\$18,000	25%	\$18,000	30%	\$18,000	28%	\$11,250	19%	\$18,000	25%
Part #	340-04	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	35	-	45	-	60	-	60	-
Description	Product 5	Actual	80	-	80	-	80	-	75	-	80	-	80	-	25	-	80	-	100	-	20	-
SRP	\$500.00	\$\$\$ Forecast	\$17,700	25%	\$19,175	25%	\$16,225	25%	\$17,700	25%	\$17,700	25%	\$17,700	25%	\$10,325	17%	\$13,275	21%	\$17,700	30%	\$17,700	24%
Cost	\$295.00	Actual	\$23,600	34%	\$23,600	31%	\$23,600	36%	\$22,125	31%	\$23,600	34%	\$23,600	33%	\$7,375	12%	\$23,600	37%	\$29,500	50%	\$5,900	8%
Part #	340-05	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-
Description	Product 6	Actual	80	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	80	-	80	-
SRP	\$600.00	\$\$\$ Forecast	\$18,900	27%	\$20,475	27%	\$17,325	27%	\$18,900	27%	\$18,900	27%	\$18,900	27%	\$18,900	31%	\$18,900	30%	\$18,900	32%	\$18,900	26%
Cost	\$315.00	Actual	\$25,200	36%	\$25,200	33%	\$25,200	39%	\$23,625	33%	\$25,200	36%	\$25,200	36%	\$25,200	42%	\$25,200	39%	\$25,200	43%	\$25,200	35%
		Units Forecast	330	-	390		330	-	360	-	350	-	360		320	-	325	-	305		375	-
		Actual	455	-	480	-	480	-	450	-	420	-	460	-	425	-	510	-	505	-	375	-
		\$\$\$ Forecast	\$69,450	-	\$76,700	-	\$64,900	-	\$70,800	-	\$69,800	-	\$70,800	-	\$60,050	-	\$63,875	-	\$58,925	-	\$72,675	-
TOTALS		Actual	\$88,775	128%	\$94,400	123%	\$94,400	145%	\$88,500	125%	\$87,800	126%	\$91,550	129%	\$78,175	130%	\$98,350	154%	\$96,325	163%	\$70,775	97%
				Q1 Totals	U	nits Forecast	1050			Q2 Totals	U	nits Forecast	1070			Q3 Totals	U	nits Forecast	950			Q4 Totals
						Actual	1415					Actual	1330					Actual	1440			
						\$\$\$ Forecast	\$211,050					\$\$\$ Forecast	\$211,400					\$\$\$ Forecast	\$182,850			
						Actual	\$277,575	132%				Actual	\$267,850	127%				Actual	\$272,850	149%		
	Cum	ulative Total Sales	\$88,775		\$183,175		\$277,575		\$366,075		\$453,875		\$545,425		\$623,600		\$721,950		\$818,275		\$889,050	
	% of Annual	Forecast Achieved	11%		23%		34%		45%		56%		67%		77%		89%		101%		109%	
	On or Belo	w Quota for Year:	(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)	

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Commission Rate:		1.50%	January	% Fcst	February	% Fest	March	% Fcst	April	% Fest	May	% Fcst	June	% Fest	July	% Fcst	August	% Fest	September	% Fcst	October	% Fcst	
Part #	340-00	Units Forecast	30	-	65	-	55	-	60		60	-	60	-	60	-	60	-	6) -	60		
Description	Product 1	Actual	80		80	-	80	-	75		50	-	75	-	80	-	90	-	10) -	65	-	
SRP	\$100.00	\$\$\$ Forecast	\$1,350	2%	\$2,925	4%	\$2,475	4%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,700	4%	\$2,70) 5%	\$2,700	4%	
Cost	\$45.00	Actual	\$3,600	5%	\$3,600	5%	\$3,600	6%	\$3,375	5%	\$2,250	3%	\$3,375	5%	\$3,600	6%	\$4,050	6%	\$4,50) 8%	\$2,925	4%	
Part #	340-01	Units Forecast	60		65	-	55		60	-	60	-	60	-	60	-	40	-	6) -	75		
Description	Product 2	Actual	80	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	9	5 -	80	-	
SRP	\$200.00	\$\$\$ Forecast	\$7,500	11%	\$8,125	11%	\$6,875	11%	\$7,500	11%	\$7,500	11%	\$7,500	11%	\$7,500	12%	\$5,000	8%	\$7,50) 13%	\$9,375	13%	
Cost	\$125.00	Actual	\$10,000	14%	\$10,000	13%	\$10,000	15%	\$9,375	13%	\$10,000	14%	\$10,000	14%	\$10,000	17%	\$10,000	16%	\$11,87	5 20%	\$10,000	14%	
Part #	340-02	Units Forecast	60	-	65	-	55	-	60	-	35	-	60	-	60	-	60	-	5) -	60		1
Description	Product 3	Actual	80	-	80	-	80	-	75	-	50	-	65	-	80	-	100	-	8) -	50	-	
SRP	\$300.00	\$\$\$ Forecast	\$10,500	15%	\$11,375	15%	\$9,625	15%	\$10,500	15%	\$6,125	9%	\$10,500	15%	\$10,500	17%	\$10,500	16%	\$8,75) 15%	\$10,500	14%	
Cost	\$175.00	Actual	\$14,000	20%	\$14,000	18%	\$14,000	22%	\$13,125	19%	\$8,750	13%	\$11,375	16%	\$14,000	23%	\$17,500	27%	\$14,00) 24%	\$8,750	12%	1
Part #	340-03	Units Forecast	60	-	65	-	55	-	60	-	75	-	60	-	45	-	60	-	1		60	-	1
Description	Product 4	Actual	55	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	5) -	80	-	1
SRP	\$400.00	\$\$\$ Forecast	\$13,500	19%	\$14,625	19%	\$12,375	19%	\$13,500	19%	\$16,875	24%	\$13,500	19%	\$10,125	17%	\$13,500	21%	\$3,37	5 6%	\$13,500	19%	
Cost	\$225.00	Actual	\$12,375	18%	\$18,000	23%	\$18,000	28%	\$16,875	24%	\$18,000	26%	\$18,000	25%	\$18,000	30%	\$18,000	28%	\$11,25) 19%	\$18,000	25%	
Part #	340-04	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	35	-	45	-	6) -	60	-	
Description	Product 5	Actual	80		80	-	80	-	75	-	80	-	80	-	25	-	80	-	10) -	20	-	
SRP	\$500.00	\$\$\$ Forecast	\$17,700	25%	\$19,175	25%	\$16,225	25%	\$17,700	25%	\$17,700	25%	\$17,700	25%	\$10,325	17%	\$13,275	21%	\$17,70) 30%	\$17,700	24%	
Cost	\$295.00	Actual	\$23,600	34%	\$23,600	31%	\$23,600	36%	\$22,125	31%	\$23,600	34%	\$23,600	33%	\$7,375	12%	\$23,600	37%	\$29,50) 50%	\$5,900	8%	
Part #	340-05	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	60	-	60	-	6		60	-	
Description	Product 6	Actual	80	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	8		80	-	
SRP	\$600.00	\$\$\$ Forecast	\$18,900	27%	\$20,475	27%	\$17,325	27%	\$18,900	27%	\$18,900	27%	\$18,900	27%	\$18,900	31%	\$18,900	30%	\$18,90			26%	
Cost	\$315.00	Actual	\$25,200	36%	\$25,200	33%	\$25,200	39%	\$23,625	33%	\$25,200	36%	\$25,200	36%	\$25,200	42%	\$25,200	39%	\$25,20) 43%	\$25,200	35%	
		Units Forecast	330	-	390	-	330	-	360	-	350	-	360	-	320	-	325	-	30	5.	375	-	
		Actual	455	-	480	-	480	-	450	-	420	-	460	-	425	-	510	-	50		375	-	
		\$\$\$ Forecast	\$69,450	-	\$76,700	-	\$64,900	-	\$70,800	-	\$69,800	-	\$70,800	-	\$60,050	-	\$63,875	-	\$58,92	5.	\$72,675	-	
TOTALS		Actual	\$88,775	128%	\$94,400	123%	\$94,400	145%	\$88,500	125%	\$87,800	126%	\$91,550	129%	\$78,175	130%	\$98,350	154%	\$96,32	5 163%	\$70,775	97%	
				Q1 Totals	U	nits Forecast	1050			Q2 Totals	U	nits Forecast	1070			Q3 Totals	U	nits Forecast	95)		Q4 Totals	
						Actual	1415					Actual	1330					Actual	144)			
					:	\$\$\$ Forecast	\$211,050					\$\$\$ Forecast	\$211,400					\$\$\$ Forecast	\$182,85				
						Actual	\$277,575	132%				Actual	\$267,850	127%				Actual	\$272,85) 149%			
	Cum	ulative Total Sales	\$88,775		\$183,175		\$277,575		\$366,075		\$453,875		\$545,425		\$623,600		\$721,950		\$818,27	5	\$889,050		
	% of Annual	Forecast Achieved	11%		23%		34%		45%		56%		67%		77%		89%		101	6	109%		1
	On or Belo	w Quota for Year:	(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quot	1)	(On Quota)		1

Product Summary Forecast

Salesperson:

xxx

Commissions		January	February	March	April	May	June	July	August	September	October
alesperson:	Bob Jones										
Commission Rate:	5.00%	\$3,039	\$4,720	\$4,720	\$4,425	\$4,390	\$4,578	\$3,909	\$4,918	\$4,816	\$3,539
Salesperson:	xxx										
Commission Rate:	1.75%	\$1,554	\$1,652	\$1,652	\$1,549	\$1,537	\$1,602	\$1,368	\$1,721	\$1,686	\$1,239
Salesperson:	xxx										
Commission Rate:	1.75%	\$1,554	\$1,652	\$1,652	\$1,549	\$1,537	\$1,602	\$1,368	\$1,721	\$1,686	\$1,239
Salesperson:	xxx										
Commission Rate:	1.75%	\$1,554	\$1,652	\$1,652	\$1,549	\$1,537	\$1,602	\$1,368	\$1,721	\$1,686	\$1,239
Salesperson:	xxx										
Commission Rate:	1.50%	\$1,554	\$1,652	\$1,652	\$1,549	\$1,537	\$1,602	\$1,368	\$1,721	\$1,686	\$1,239
TOTAL Salesperson Commissions		\$9,253	\$11,328	\$11,328	\$10,620	\$10,536	\$10,986	\$9,381	\$11,802	\$11,559	\$8,493

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Part #	340-00	Units Forecast	150	-	325	-	275	-	300	-	300		300	-	300	-	300	-	300	-	300	-	
Description	Product 1	Actual	350	-	400	-	400	-	375	-	250	-	375	-	400	-	450	-	500	-	325	-	
SRP	\$100.00	\$\$\$ Forecast	\$6,750	2%	\$14,625	4%	\$12,375	4%	\$13,500	4%	\$13,500	4%	\$13,500	4%	\$13,500	5%	\$13,500	4%	\$13,500	5%	\$13,500	4%	
Cost	\$45.00	Actual	\$15,750	5%	\$18,000	5%	\$18,000	6%	\$16,875	5%	\$11,250	3%	\$16,875	5%	\$18,000	6%	\$20,250	6%	\$22,500	8%	\$14,625	4%	
Part #	340-01	Units Forecast	300	-	325	-	275	-	300	-	300		300	-	300	-	200	-	300	-	375	-	
Description	Product 2	Actual	365	-	400	-	400	-	375	-	400	-	400	-	400	-	400	-	475	-	400	-	
SRP	\$200.00	\$\$\$ Forecast	\$30,080	9%	\$32,580	9%	\$27,580	9%	\$30,075	9%	\$30,050	9%	\$30,065	9%	\$30,080	10%	\$20,100	6%	\$30,080	10%	\$37,550	11%	
Cost	\$125.00	Actual	\$45,625	13%	\$50,000	13%	\$50,000	16%	\$46,875	14%	\$50,000	15%	\$50,000	14%	\$50,000	17%	\$50,000	16%	\$59,375	21%	\$50,000	14%	
Part #	340-02	Units Forecast	300	-	325	-	275	-	300	-	175	-	300	-	300	-	300	-	250	-	300	-	
Description	Product 3	Actual	395		400	-	400	-	375	-	250	-	325		400	-	500	-	400	-	250	-	
SRP	\$300.00	\$\$\$ Forecast	\$52,500	15%	\$56,875	15%	\$48,125	15%	\$52,500	15%	\$30,625	9%	\$52,500	15%	\$52,500	18%	\$52,500	17%	\$43,750	15%	\$52,500	15%	
Cost	\$175.00	Actual	\$69,125	20%	\$70,000	19%	\$70,000	22%	\$65,625	19%	\$43,750	13%	\$56,875	16%	\$70,000	24%	\$87,500	28%	\$70,000	24%	\$43,750	12%	
Part #	340-03	Units Forecast	300	-	325	-	275	-	300	-	375	-	300	-	225	-	300	-	75	-	300	-	
Description	Product 4	Actual	270		400	-	400	-	375	-	400	-	400		400	-	400	-	250	-	400	-	
SRP	\$400.00	\$\$\$ Forecast	\$67,500	20%	\$73,125	19%	\$61,875	19%	\$67,500	19%	\$84,375	25%	\$67,500	19%	\$50,625	17%	\$67,500	21%	\$16,875	6%	\$67,500	19%	
Cost	\$225.00	Actual	\$60,750	18%	\$90,000	24%	\$90,000	28%	\$84,375	24%	\$90,000	26%	\$90,000	26%	\$90,000	31%	\$90,000	29%	\$56,250	20%	\$90,000	25%	
Part #	340-04	Units Forecast	300	-	325	-	275	-	300	-	300	-	300	-	175	-	225	-	300	-	300	-	
Description	Product 5	Actual	345		400	-	400	-	375	-	400	-	400		125	-	400	-	500	-	100	-	
SRP	\$500.00	\$\$\$ Forecast	\$88,500	26%	\$95,875	26%	\$81,125	26%	\$88,500	26%	\$88,500	26%	\$88,500	26%	\$51,625	18%	\$66,375	21%	\$88,500	31%	\$88,500	25%	
Cost	\$295.00	Actual	\$101,775	30%	\$118,000	31%	\$118,000	37%	\$110,625	32%	\$118,000	35%	\$118,000	34%	\$36,875	13%	\$118,000	38%	\$147,500	51%	\$29,500	8%	
Part #	340-05	Units Forecast	300	-	325	-	275	-	300	-	300	-	300	-	300	-	300	-	300	-	300	-	
Description	Product 6	Actual	390	-	400	-	400	-	375	-	400	-	400	-	400	-	400	-	400	-	400	-	
SRP	\$600.00	\$\$\$ Forecast	\$94,500	28%	\$102,375	27%	\$86,625	27%	\$94,500	27%	\$94,500	28%	\$94,500	27%	\$94,500	32%	\$94,500	30%	\$94,500	33%	\$94,500	27%	
Cost	\$315.00	Actual	\$122,850	36%	\$126,000	34%	\$126,000	40%	\$118,125	34%	\$126,000	37%	\$126,000	36%	\$126,000	43%	\$126,000	40%	\$126,000	44%	\$126,000	36%	
TOTAL:		Units Forecast	1,650		1,950	-	1,650	-	1,800	-	1,750	-	1,800		1,600	-	1,625	-	1,525	-	1,875	-	
		Actual	2,115	-	2,400	-	2,400	-	2,250	-	2,100	-	2,300	-	2,125	-	2,550	-	2,525	-	1,875	-	
		\$\$\$ Forecast	\$339,830		\$375,455	-	\$317,705	-	\$346,575	-	\$341,550	-	\$346,565		\$292,830	-	\$314,475	-	\$287,205	-	\$354,050	-	
		Actual	\$415,875	122%	\$472,000	126%	\$472,000	149%	\$442,500	128%	\$439,000	129%	\$457,750	132%	\$390,875	133%	\$491,750	156%	\$481,625	168%	\$353,875	100%	
				Q1 Totals	Unit	s Forecast	5250			Q2 Totals	Uni	its Forecast	5350			Q3 Totals	Uni	its Forecast	4750		(Q4 Totals	
						Actual	6915			-		Actual	6650			-		Actual	7200				
					\$\$	\$ Forecast	\$1,032,990				\$5	\$\$ Forecast	\$1,034,690				\$5	\$\$ Forecast	\$894,510				
						Actual	\$1,359,875	132%				Actual	\$1,339,250	129%				Actual	\$1,364,250	153%			
		nulative Total Sales	\$415,875		\$887,875		\$1,359,875		\$1,802,375		\$2,241,375		\$2,699,125		\$3,090,000		\$3,581,750		\$4,063,375		\$4,417,250		
		Forecast Achieved	10%		22%		34%		45%		56%		68%		78%		90%		102%		111%		
	On or Belo	ow Quota for Year:	(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		
Sales Manager:		xxx	January		February		March		April		May		June		July		August		September		October		
Commission Rate:		1.50%	\$6,238		\$7,080		\$7,080		\$6,638		\$6,585		\$6,866		\$5,863		\$7,376		\$7,224		\$5,308		

January % Fest February % Fest March % Fest April % Fest May % Fest June % Fest July % Fest August % Fest September % Fest October % Fest

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Sales Manager

Commission Rate:

xxx 1.50%