

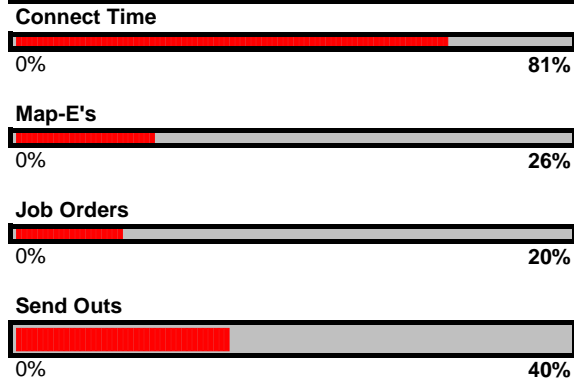
Marc Sennett

Weekly Goals											
CT	# Calls	# Conv	CaP	CDS	NMP	JO	QC	Map-E	SO	Place.	\$ Billed
17.5	400	100	50	15	25	5	10	10	5	0.45	\$5,660

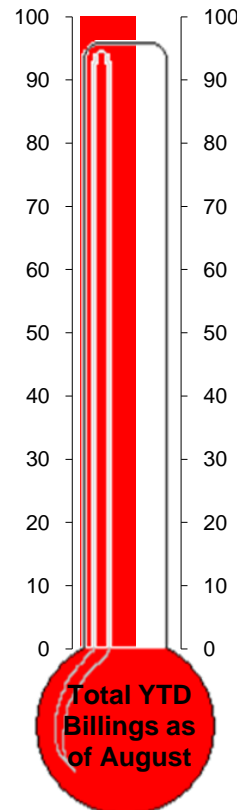
September-10

Weekly Metrics										
	Week 1		Week 2		Week 3		Week 4		Week 5	
	Total	% Goal	Total	% Goal	Total	% Goal	Total	% Goal	Total	%Goal
CT	15.6	89%	10.6	61%	16.9	97%	15.4	88%	12.6	72%
# Calls	294	74%	219	55%	259	65%	203	51%	176	44%
# Conv	41	41%	24	24%	36	36%	44	44%	35	35%
CaP	26	52%	13	26%	35	70%	32	64%	23	46%
CDS	10	67%	2	13%	9	60%	10	67%	6	40%
NMP	9	36%	10	40%	0	0%	8	32%	11	44%
JO	0	0%	1	20%	1	20%	3	60%	0	0%
QC	8	80%	3	30%	2	20%	8	80%	6	60%
Map-E	6	60%	1	10%	1	10%	4	40%	1	10%
SO	3	60%	1	20%	0	0%	4	80%	2	40%
PL	0	0%	1	222%	0.5	111%	1	222%	1	222%
\$ Billed	\$0	0%	\$14,000	247%	\$7,500	133%	\$20,000	353%	\$15,000	265%

Monthly Gauges



Daily Averages			
	Sept	Daily QTD	Daily YTD
CT	2.84	2.64	3.66
# Calls	46.04	41.20	54.89
# Conv	7.20	6.17	8.19
CaP	5.16	4.61	5.61
CDS	1.48	1.29	1.49
NMP	1.52	1.06	1.86
JO	0.20	0.00	0.00
QC	1.08	0.96	1.31
Map-E	0.52	0.50	0.72
SO	0.40	0.47	0.75
PL	0.14	0.09	0.12
\$ Billed	\$2,260.00	\$1,391.43	\$1,634.35



Cumulative Metrics

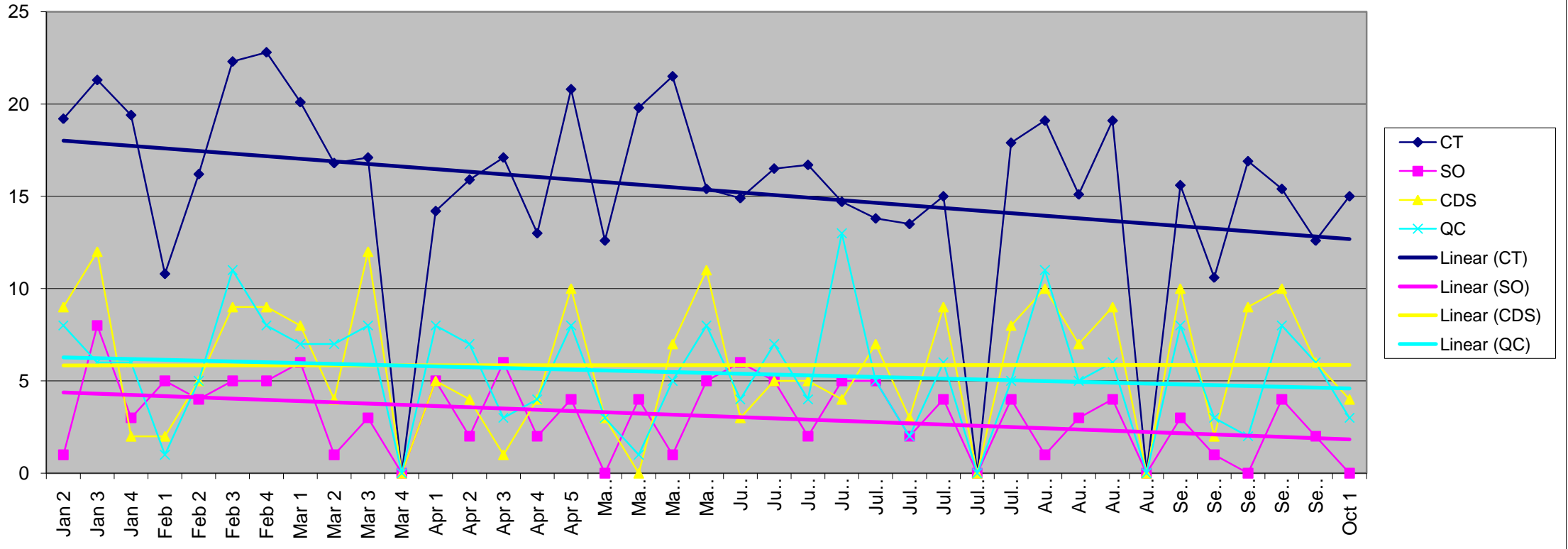
	Month		Quarter		Year	
	Total	% Goal	Total	% Goal	Total	% Goal
CT	71	81%	185	75%	714	78%
# Calls	1151	58%	2884	52%	10703	51%
# Conv	180	36%	432	31%	1598	31%
CaP	129	52%	323	46%	1094	42%
CDS	37	49%	90	43%	291	37%
NMP	38	30%	74	21%	363	28%
JO	5	20%	17	24%	80	31%
QC	27	54%	67	48%	256	49%
Map-E	13	26%	35	25%	141	27%
SO	10	40%	33	47%	147	57%
PL	4	156%	7	103%	23	96%
\$ Billed	\$56,500	200%	\$97,400	123%	\$318,699	108%

Ratios

	Month	QTD	YTD
\$ / CT	\$794.66	\$527.63	\$446.48
CDS / PL	10.57	13.85	12.93
CDS / QC	1.37	1.34	1.14
SO / PL	2.86	5.08	6.53

	January				February				March				April				May				June				July				August				September				October				November				December																	
	Jan	Jan	Jan	Jan	Feb	Feb	Feb	Feb	Mar	Mar	Mar	Mar	Apr	Apr	Apr	Apr	May	May	May	May	June	June	June	June	July	July	July	July	Aug	Aug	Aug	Aug	Sept	Sept	Sept	Sept	Oct	Oct	Oct	Oct	Nov	Nov	Nov	Nov	Dec	Dec	Dec	Dec	Dec	5												
CT	17	19	21	19	11	16	22	23	20	17	17	0	14	16	17	13	21	13	20	22	15	15	17	17	15	14	14	15	0	18	19	15	19	0	16	11	17	15	13	15	15	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
SO	3	1	8	3	5	4	5	5	6	1	3	0	5	2	6	2	4	0	4	1	5	6	5	2	5	5	2	4	0	4	1	3	4	0	3	1	0	4	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CDS	14	9	12	2	2	5	9	9	8	4	12	0	5	4	1	4	10	3	0	7	11	3	5	5	4	7	3	9	0	8	10	7	9	0	10	2	9	10	6	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QC	7	8	6	6	1	5	11	8	7	7	8	0	8	7	3	4	8	3	1	5	8	4	7	4	13	5	2	6	0	5	11	5	6	0	8	3	2	8	6	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Marc Sennett



CRITICAL METRICS

(All metrics for the week that are below 80% average)

Total Calls 60.3%
Conversations 37.0%
CaP 42.0%
CDS 26.7%
NMP 60.0%
Job Orders 60.0%
Quality Candidates 30.0%
Map-E 10.0%
Send Outs 0.0%

