

## Central City Transportation, Inc.

### Monthly Salesperson Activity Ranking - Calculation and Presentation Worksheet - Page 1

This Data is Up-to-Date Through: **26-May-14**

	Overall Opportunity Count				Conversion (Delivery) Rate			Average Price-to-Sale Gap			P-A Appointments - Set		
Category Number	1				2			3			4		
Category Weight				<b>1.00</b>			<b>1.25</b>			<b>1.00</b>			<b>1.33</b>
Salesperson Name	OTDB Objective	OTDB Count	% To Objective	<b>Rank</b>	No. Of Deliveries	Delivery Percentage	<b>Rank</b>	Avg. Gap	<b>Temp Rank</b>	<b>Final Rank</b>	No. Of Appts.	% of #1	<b>Rank</b>
Bob Vertucci	75	45	60.0%	19	8.0	17.8%	18	\$694	25	20	4.0	8.9%	10
Steve Appleby	65	69	106.2%	4	15.5	22.5%	8	\$178	10	5	8.0	11.6%	7
John Schendon	65	55	84.6%	11	12.5	22.7%	6	\$243	14	9	14.0	25.5%	1
Peter Hurd	50	31	62.0%	18	7.0	22.6%	7	\$511	23	18	5.0	16.1%	2
Asam Ali	75	40	53.3%	20	7.5	18.8%	15	\$169	9	4	6.0	15.0%	3
Albert Patel	50	38	76.0%	15	9.0	23.7%	5	\$416	19	14	3.0	7.9%	11
Heather Bronson	40	37	92.5%	7	6.0	16.2%	19	\$332	17	12	2.0	5.4%	19
Art Jameson	65	49	75.4%	16	13.0	26.5%	1	\$288	16	11	7.0	14.3%	4
Richard Deforest	50	54	108.0%	3	12.0	22.2%	9	\$442	20	15	4.0	7.4%	12
John Caruso	65	53	81.5%	13	11.5	21.7%	12	\$209	12	7	3.0	5.7%	17
Joyce Cline	75	71	94.7%	6	15.5	21.8%	11	\$382	18	13	4.0	5.6%	18
David Klimer	60	43	71.7%	17	9.5	22.1%	10	\$450	21	16	6.0	14.0%	6
Osseo Tran	40	44	110.0%	2	10.5	23.9%	4	\$156	8	3	4.0	9.1%	9
Jerry Shemanski	60	49	81.7%	12	12.0	24.5%	3	\$239	13	8	7.0	14.3%	4
Jeff Attleboro	50	39	78.0%	14	7.0	17.9%	17	\$196	11	6	2.0	5.1%	20
Glenn Vrooman	45	46	102.2%	5	8.5	18.5%	16	\$261	15	10	3.0	6.5%	15
Marty Branigan	60	68	113.3%	1	14.0	20.6%	13	\$148	7	2	5.0	7.4%	13
Estelle Rivers	75	64	85.3%	10	16.5	25.8%	2	\$577	24	19	4.0	6.3%	16
Joe Famulare	65	58	89.2%	9	11.0	19.0%	14	\$457	22	17	4.0	6.9%	14
Henry Edwards	50	46	92.0%	8	5.5	12.0%	20	\$98	6	1	5.0	10.9%	8
Salesperson #21	0	0	0.0%	21	0.0	0.0%	21	\$0	100	21	0.0	0.0%	21
Salesperson #22	0	0	0.0%	21	0.0	0.0%	21	\$0	100	21	0.0	0.0%	21
Salesperson #23	0	0	0.0%	21	0.0	0.0%	21	\$0	100	21	0.0	0.0%	21
Salesperson #24	0	0	0.0%	21	0.0	0.0%	21	\$0	100	21	0.0	0.0%	21
Salesperson #25	0	0	0.0%	21	0.0	0.0%	21	\$0	100	21	0.0	0.0%	21
<b>Column Total</b>		999			212.0	21.2%					100.0	10.0%	

## Central City Transportation, Inc.

### Monthly Salesperson Activity Ranking - Calculation and Presentation Worksheet - Page 2

	Appointments - Showed			Over-Age Focus		CSI Score		Used Vehicle Mix					Overall	
Category Number	5			6		7		8			9		10	
Category Weight			1.33		1.50		1.00			1.00		1.00		
Salesperson Name	No. Of Appts.	% of #1	Rank	No. Of Units	Rank	Avg. Score	Rank	No. Of Units	% of #2	Rank		Rank	Point Rating	Final Rank
Bob Vertucci	2.0	4.4%	15	1.0	14	9.75	3	1.0	12.5%	11	0.0	1	130.75	Go Hard!
Steve Appleby	5.0	7.2%	6	6.0	3	9.66	5	11.0	71.0%	5	0.0	1	51.79	1
John Schendon	6.0	10.9%	1	3.0	7	9.50	8	1.0	8.0%	14	0.0	1	63.66	3
Peter Hurd	3.0	9.7%	3	1.0	14	9.70	4	0.0	0.0%	15	0.0	1	92.40	8
Asam Ali	2.0	5.0%	13	1.0	14	9.40	12	0.0	0.0%	15	0.0	1	113.03	15
Albert Patel	2.0	5.3%	11	1.5	13	8.75	19	8.0	88.9%	4	0.0	1	108.01	13
Heather Bronson	1.0	2.7%	19	0.0	17	8.95	17	1.5	25.0%	6	0.0	1	142.79	Go Hard!
Art Jameson	3.0	6.1%	8	4.0	5	9.24	14	13.0	100.0%	1	0.0	1	67.71	4
Richard Deforest	3.0	5.6%	10	2.5	10	9.50	8	2.5	20.8%	7	0.0	1	89.51	7
John Caruso	4.0	7.5%	5	3.0	7	8.95	17	0.0	0.0%	15	0.0	1	107.76	12
Joyce Cline	2.0	2.8%	18	7.0	2	9.65	6	0.0	0.0%	15	0.0	1	105.63	11
David Klimer	4.0	9.3%	4	2.0	11	9.00	16	1.5	15.8%	8	0.0	1	100.30	10
Osseo Tran	3.0	6.8%	7	4.0	5	9.15	15	0.0	0.0%	15	0.0	1	69.78	6
Jerry Shemanski	5.0	10.2%	2	3.0	7	9.45	10	11.0	91.7%	2	0.0	1	55.23	2
Jeff Attleboro	0.0	0.0%	20	0.0	17	9.92	1	1.0	14.3%	9	0.0	1	130.95	Go Hard!
Glenn Vrooman	2.0	4.3%	16	0.0	17	9.83	2	1.0	11.8%	12	0.0	1	116.73	Go Hard!
Marty Branigan	4.0	5.9%	9	6.0	3	9.44	11	12.5	89.3%	3	0.0	1	68.01	5
Estelle Rivers	3.0	4.7%	14	12.0	1	9.30	13	1.5	9.1%	13	0.0	1	99.90	9
Joe Famulare	3.0	5.2%	12	2.0	11	9.60	7	1.5	13.6%	10	0.0	1	112.58	14
Henry Edwards	2.0	4.3%	16	0.0	17	0.00	20	0.0	0.0%	15	0.0	1	127.42	Go Hard!
Salesperson #21	0.0	0.0%	20	0.0	17	0.00	20	0.0	0.0%	15	0.0	1	184.28	Go Hard!
Salesperson #22	0.0	0.0%	20	0.0	17	0.00	20	0.0	0.0%	15	0.0	1	184.28	Go Hard!
Salesperson #23	0.0	0.0%	20	0.0	17	0.00	20	0.0	0.0%	15	0.0	1	184.28	Go Hard!
Salesperson #24	0.0	0.0%	20	0.0	17	0.00	20	0.0	0.0%	15	0.0	1	184.28	Go Hard!
Salesperson #25	0.0	0.0%	20	0.0	17	0.00	20	0.0	0.0%	15	0.0	1	184.28	Go Hard!
<b>Column Total</b>	<b>59.0</b>	<b>5.9%</b>		<b>59.0</b>				<b>68.0</b>	<b>32.1%</b>		<b>0.0</b>			