

Upscale & Beyond
End of Month Representative Summary
3/2002

Representative	This Month		Year to Date		Percent Change	Total Last Year	
	Current	Last	Current	Last			
Account, House	Sales:	\$13,202.91	\$23,972.50	\$41,191.24	-41.80%	\$132,781.69	
	Shipped:	\$8,667.00	\$5,241.00	\$14,022.16	\$16,124.39	-13.04%	\$47,203.40
	Earned:	\$866.70	\$524.10	\$1,462.32	\$1,603.12	-8.78%	\$5,006.55
Daye, Sunny	Sales:					\$764.86	
	Shipped:						
	Earned:						
Gough, Bing	Sales:	\$999.00	\$240,740.90	\$421,746.26	\$1,344,506.11	-68.63%	\$2,718,513.16
	Shipped:	\$102,832.39	\$124,003.50	\$292,321.64	\$327,281.65	-10.68%	\$1,576,476.80
	Earned:	\$10,128.59	\$10,829.67	\$26,137.62	\$28,564.24	-8.50%	\$128,494.37
iuhihgig, hoytutii	Sales:						
	Shipped:						
	Earned:						
Luyah, Halle	Sales:	\$1,554.00	\$252,620.41	\$452,532.91	\$1,452,118.62	-68.84%	\$2,863,706.94
	Shipped:	\$49,522.30	\$106,343.50	\$174,887.48	\$312,810.58	-44.09%	\$1,794,173.51
	Earned:	\$4,562.25	\$8,896.03	\$14,198.39	\$24,812.12	-42.78%	\$140,443.44
Meyer, Jan	Sales:	\$42.00	\$1,337.00	\$3,689.94	\$1,337.00	175.99%	\$4,382.20
	Shipped:	\$34.00		\$1,687.00			\$343.20
	Earned:	\$5.10		\$253.05			\$51.48
Minella, Sal	Sales:		\$49,399.00	\$70,518.00	\$152,049.50	-53.62%	\$213,173.49
	Shipped:	\$11,057.00	\$15,473.50	\$28,428.00	\$38,350.50	-25.87%	\$110,413.00
	Earned:	\$1,105.70	\$1,584.32	\$2,842.80	\$3,936.97	-27.79%	\$11,252.20
Raines, April	Sales:		\$1,849.00	\$180.00	\$23,990.00	-99.25%	\$33,134.50
	Shipped:		\$4,240.50		\$12,625.75		\$14,542.00
	Earned:		\$593.67		\$1,767.61		\$2,035.88
Walker, Jay	Sales:		\$10,809.60		\$15,524.40		\$20,567.62
	Shipped:			\$0.00			\$29,356.93
	Earned:			\$0.00			\$1,467.85
Report Totals	This Month		Year to Date		Percent Change	Total Last Year	
	Current	Last	Current	Last			
Sales:	\$2,595.00	\$569,958.82	\$972,639.61	\$3,030,716.87	-67.91%	\$5,987,024.46	
Shipped:	\$172,112.69	\$255,302.00	\$511,346.28	\$707,192.87	-27.69%	\$3,572,508.84	
Earned:	\$16,668.33	\$22,427.80	\$44,894.18	\$60,684.06	-26.02%	\$288,751.77	