

## Outbound Excellence

### 2011 - Invoiced Sales Forecast - New Hires

| Location of New Hires | Jan-11 | Feb-11   | Mar-11    | Apr-11    | May-11    | Jun-11    | Jul-11    | Aug-11    | Sep-11    | Oct-11    | Nov-11     | Dec-11     | 2011 Totals |
|-----------------------|--------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|-------------|
| Dallas                |        | \$ 1,500 | \$ 2,500  | \$ 3,500  | \$ 4,500  | \$ 5,500  | \$ 8,500  | \$ 11,500 | \$ 15,500 | \$ 17,500 | \$ 20,000  | \$ 20,000  | \$ 110,500  |
| Dallas                |        | \$ 1,500 | \$ 2,500  | \$ 3,500  | \$ 4,500  | \$ 5,500  | \$ 8,500  | \$ 11,500 | \$ 15,500 | \$ 17,500 | \$ 20,000  | \$ 20,000  | \$ 110,500  |
| Dallas                |        | \$ 1,500 | \$ 2,500  | \$ 3,500  | \$ 4,500  | \$ 5,500  | \$ 8,500  | \$ 11,500 | \$ 15,500 | \$ 17,500 | \$ 20,000  | \$ 20,000  | \$ 110,500  |
| Dallas                |        | \$ 1,500 | \$ 2,500  | \$ 3,500  | \$ 4,500  | \$ 5,500  | \$ 8,500  | \$ 11,500 | \$ 15,500 | \$ 17,500 | \$ 20,000  | \$ 20,000  | \$ 110,500  |
| Dallas                |        | \$ 500   | \$ 1,000  | \$ 1,500  | \$ 2,500  | \$ 3,500  | \$ 4,500  | \$ -      | \$ -      | \$ -      | \$ -       | \$ -       | \$ 13,500   |
| Dallas                |        |          |           |           |           |           | \$ 1,500  | \$ 2,500  | \$ 3,500  | \$ 4,500  | \$ 5,500   | \$ 8,500   | \$ 26,000   |
| Dallas                |        |          |           |           |           |           | \$ 1,500  | \$ 2,500  | \$ 3,500  | \$ 4,500  | \$ 5,500   | \$ 8,500   | \$ 26,000   |
| Dallas                |        |          |           |           |           |           | \$ 1,500  | \$ 2,500  | \$ 3,500  | \$ 4,500  | \$ 5,500   | \$ 8,500   | \$ 26,000   |
| Dallas                |        |          |           |           |           |           | \$ 1,500  | \$ 2,500  | \$ 3,500  | \$ 4,500  | \$ 5,500   | \$ 8,500   | \$ 26,000   |
| Dallas                |        |          |           |           |           |           | \$ 500    | \$ 1,000  | \$ 1,500  | \$ 2,500  | \$ 3,500   | \$ 4,500   | \$ 13,500   |
| Raleigh               |        |          |           |           |           |           |           |           |           |           | \$ 1,500   | \$ 2,500   | \$ 3,500    |
| Raleigh               |        |          |           |           |           |           |           |           |           |           | \$ 1,500   | \$ 2,500   | \$ 3,500    |
| Raleigh               |        |          |           |           |           |           |           |           |           |           | \$ 1,500   | \$ 2,500   | \$ 3,500    |
| Raleigh               |        |          |           |           |           |           |           |           |           |           | \$ 1,500   | \$ 2,500   | \$ 3,500    |
| Raleigh               |        |          |           |           |           |           |           |           |           |           | \$ 500     | \$ 1,000   | \$ 1,500    |
| <b>Totals</b>         | \$ -   | \$ 6,500 | \$ 11,000 | \$ 15,500 | \$ 20,500 | \$ 25,500 | \$ 45,000 | \$ 57,000 | \$ 77,500 | \$ 90,500 | \$ 112,000 | \$ 129,500 | \$ 588,500  |

### 2011 - Invoiced Sales Forecast - Existing Account Managers

|               | Jan-11     | Feb-11     | Mar-11     | Apr-11     | May-11     | Jun-11     | Jul-11     | Aug-11     | Sep-11     | Oct-11     | Nov-11     | Dec-11     | 2011 Totals  |
|---------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|
| Alan          | \$ 35,358  | \$ 35,358  | \$ 35,358  | \$ 35,358  | \$ 35,358  | \$ 35,358  | \$ 35,358  | \$ 35,358  | \$ 35,358  | \$ 35,358  | \$ 35,358  | \$ 35,358  | \$ 424,296   |
| Alex          | \$ 22,793  | \$ 22,793  | \$ 22,793  | \$ 22,793  | \$ 22,793  | \$ 22,793  | \$ 22,793  | \$ 22,793  | \$ 22,793  | \$ 22,793  | \$ 22,793  | \$ 22,793  | \$ 273,516   |
| Barry         | \$ 27,191  | \$ 27,191  | \$ 27,191  | \$ 27,191  | \$ 27,191  | \$ 27,191  | \$ 27,191  | \$ 27,191  | \$ 27,191  | \$ 27,191  | \$ 27,191  | \$ 27,191  | \$ 326,292   |
| Ben           | \$ 26,620  | \$ 26,620  | \$ 26,620  | \$ 26,620  | \$ 26,620  | \$ 26,620  | \$ 26,620  | \$ 26,620  | \$ 26,620  | \$ 26,620  | \$ 26,620  | \$ 26,620  | \$ 319,440   |
| Brian         | \$ 39,903  | \$ 39,903  | \$ 39,903  | \$ 39,903  | \$ 39,903  | \$ 39,903  | \$ 39,903  | \$ 39,903  | \$ 39,903  | \$ 39,903  | \$ 39,903  | \$ 39,903  | \$ 478,836   |
| Christine     | \$ 8,465   | \$ 8,465   | \$ 8,465   | \$ 8,465   | \$ 8,465   | \$ 8,465   | \$ 8,465   | \$ 8,465   | \$ 8,465   | \$ 8,465   | \$ 8,465   | \$ 8,465   | \$ 101,580   |
| Carey         | \$ 88      | \$ 88      | \$ 88      | \$ 88      | \$ 88      | \$ 88      | \$ 88      | \$ 88      | \$ 88      | \$ 88      | \$ 88      | \$ 88      | \$ 1,056     |
| Carlene       | \$ 27,800  | \$ 27,800  | \$ 27,800  | \$ 27,800  | \$ 27,800  | \$ 27,800  | \$ 27,800  | \$ 27,800  | \$ 27,800  | \$ 27,800  | \$ 27,800  | \$ 27,800  | \$ 333,600   |
| David         | \$ 48,898  | \$ 48,898  | \$ 48,898  | \$ 48,898  | \$ 48,898  | \$ 48,898  | \$ 48,898  | \$ 48,898  | \$ 48,898  | \$ 48,898  | \$ 48,898  | \$ 48,898  | \$ 586,776   |
| Dwain         | \$ 86,032  | \$ 86,032  | \$ 86,032  | \$ 86,032  | \$ 86,032  | \$ 86,032  | \$ 86,032  | \$ 86,032  | \$ 86,032  | \$ 86,032  | \$ 86,032  | \$ 86,032  | \$ 1,032,384 |
| Darryl        | \$ 5,389   | \$ 5,389   | \$ 5,389   | \$ 5,389   | \$ 5,389   | \$ 5,389   | \$ 5,389   | \$ 5,389   | \$ 5,389   | \$ 5,389   | \$ 5,389   | \$ 5,389   | \$ 64,668    |
| Ellie         | \$ 2,473   | \$ 2,473   | \$ 2,473   | \$ 2,473   | \$ 2,473   | \$ 2,473   | \$ 2,473   | \$ 2,473   | \$ 2,473   | \$ 2,473   | \$ 2,473   | \$ 2,473   | \$ 29,676    |
| Ed            | \$ 43,853  | \$ 43,853  | \$ 43,853  | \$ 43,853  | \$ 43,853  | \$ 43,853  | \$ 43,853  | \$ 43,853  | \$ 43,853  | \$ 43,853  | \$ 43,853  | \$ 43,853  | \$ 526,236   |
| Frank         | \$ 10,185  | \$ 10,185  | \$ 10,185  | \$ 10,185  | \$ 10,185  | \$ 10,185  | \$ 10,185  | \$ 10,185  | \$ 10,185  | \$ 10,185  | \$ 10,185  | \$ 10,185  | \$ 122,220   |
| George        | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 174,996   |
| Georgianna    | \$ 1,144   | \$ 1,144   | \$ 1,144   | \$ 1,144   | \$ 1,144   | \$ 1,144   | \$ 1,144   | \$ 1,144   | \$ 1,144   | \$ 1,144   | \$ 1,144   | \$ 1,144   | \$ 13,728    |
| Henry         | \$ 5,555   | \$ 5,555   | \$ 5,555   | \$ 5,555   | \$ 5,555   | \$ 5,555   | \$ 5,555   | \$ 5,555   | \$ 5,555   | \$ 5,555   | \$ 5,555   | \$ 5,555   | \$ 66,660    |
| Halle         | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 14,583  | \$ 174,996   |
| James         | \$ 7,623   | \$ 7,623   | \$ 7,623   | \$ 7,623   | \$ 7,623   | \$ 7,623   | \$ 7,623   | \$ 7,623   | \$ 7,623   | \$ 7,623   | \$ 7,623   | \$ 7,623   | \$ 91,476    |
| Mack          | \$ 41,388  | \$ 41,388  | \$ 41,388  | \$ 41,388  | \$ 41,388  | \$ 41,388  | \$ 41,388  | \$ 41,388  | \$ 41,388  | \$ 41,388  | \$ 41,388  | \$ 41,388  | \$ 496,656   |
| Rex           | \$ 68,777  | \$ 68,777  | \$ 68,777  | \$ 68,777  | \$ 68,777  | \$ 68,777  | \$ 68,777  | \$ 68,777  | \$ 68,777  | \$ 68,777  | \$ 68,777  | \$ 68,777  | \$ 825,324   |
| Stan          | \$ 21,083  | \$ 21,083  | \$ 21,083  | \$ 21,083  | \$ 21,083  | \$ 21,083  | \$ 21,083  | \$ 21,083  | \$ 21,083  | \$ 21,083  | \$ 21,083  | \$ 21,083  | \$ 252,996   |
| <b>Totals</b> | \$ 559,784 | \$ 559,784 | \$ 559,784 | \$ 559,784 | \$ 559,784 | \$ 559,784 | \$ 559,784 | \$ 559,784 | \$ 559,784 | \$ 559,784 | \$ 559,784 | \$ 559,784 | \$ 6,717,408 |