

Close Ratio Report

Close Ratio Based on Confirmed Reservations
For All Branches

From: 01/01/2006

To: 04/15/2007

	Total Res Cards	With Reservations	Without Reservations	Close Ratio	Avg. Days To Close	Avg. Trip Total	Avg. Trip Commission	Trip Total	Trip Total Commission
Caribbean	21	19	2	90.5%	0	1,920.15	181.00	\$ 49,924	\$ 4,706
Europe	15	13	2	86.7%	1	3,270.71	231.48	\$ 55,602	\$ 3,935
Hawaii	13	9	4	69.2%	0	2,906.66	316.73	\$ 31,973	\$ 3,484
Mexico	8	6	2	75.0%	0	4,079.57	377.82	\$ 24,477	\$ 2,267
United States	8	8	0	100.0%	0	867.63	59.99	\$ 7,809	\$ 540
Australia/New Zealan	3	3	0	100.0%	0	3,949.33	394.93	\$ 11,848	\$ 1,185
Disney	3	2	1	66.7%	0	1,243.96	124.02	\$ 4,976	\$ 496
South Pacific	2	2	0	100.0%	0	3,796.98	379.70	\$ 11,391	\$ 1,139
NO MARKETING SOURCE	1	0	1	0.0%	0				
Africa	1	0	1	0.0%	0				
Alaska	1	1	0	100.0%	0	3,450.08	106.08	\$ 3,450	\$ 106
Asia	1	1	0	100.0%	0	14,262.24		\$ 14,262	
Atlantic Ocean	1	1	0	100.0%	0	7,433.96	652.80	\$ 7,434	\$ 653
Canada	1	1	0	100.0%	0	1,244.29	23.34	\$ 2,489	\$ 47
	79	66	13	83.5%	0	2,686.13	220.92	\$ 225,635	\$ 18,558