

Report Last Revised 06/04/2019

Reservations Added or Modified Between 02/03/2018 and 02/09/2018

Calculates Incremental Yields for Fees, Insurance and Excursions on Primary Revenue of Air, Hotels, Cars, Cruises and Tours. Optionally, can calculate Yields on Base Fares.

Displays Commissions and MarkUps/MarkDowns in Blue Italics where used in Supplier Reservations.

Displays Quotes, including values and provides totals at all levels, but does not include Quotes in the ResCard margins. When a Quote changes to a confirmed booking, this report will identify it as an "A" on the date of the status change.

Lists an entire ResCard when a Reservation within that ResCard is either added or modified during the Reservation Create Date Period selected.

This report relies on the entry of ResCard data in CB. It is intended to be used in reviewing past operating results and to monitor and manage increasing yields on trips by charging for services and offering additional value added services. However, if run a routine basis, it can be a valuable tool for monitoring coding and invoicing, reporting of insurance and use of Live Connect. The Reservations causing the ResCard to be displayed will be prefixed by an "A" for Added, "M" for Modified or "Q" for Quoted. As discussed below, Value Added items are color coded in the Vendor Name field. On the far left, any balance of a Reservation not invoiced is shown in the amount column. Insurance segments entered for Vendor Reservation will be identified when they exist, including if it is "Declining Insurance". Live Connects available and used are also identified.

"No" = Did not use an available Live Connect (Displayed in Red)

"Rtrv" = Used Live Connect to only Retrieve Reservation (Displayed in Blue)

"Bkd" = Used Live Connect to directly connect to and book a Reservation and retrieve into ClientBase (Displayed in Green)

Note: If you can send a proposal from a booking engine, like Travel Guard EzTips and subsequently retrieve and book, it will display as a Rtrv.

You may want to start by focusing on your yields on Trips (ResCards). Yield is the revenue (commissions) you are receiving divided by the sales. Sales is normally Total Fare with taxes, however you can optionally use Base Fare (excluding taxes) as your sales. You can look at your average yield for the total agency, and then focus on those consultants/trips that are below that yield level. The Report includes a computation for each ResCard of the Value Added Yield. This is computed by including all the Revenue from the ResCard and excluding the Sales value of the Value Added Services (Fees, Excursions and 3rd Party Insurance). Hence you have Primary Sales and related Revenue. Every time a Value Added Service is added to a ResCard you will see an increase in the Value Added Yield ("VAY") for the ResCard because it is only being added to the Revenue in the VAY computation. Every time you increase the VAY, you directly benefit the bottom line of your Agency. The "Increase in Yield" is calculated by dividing the Revenue Value Added Services by the Revenue for the Primary Products sold. The calculations are displayed in Green.

Adding 3rd party insurance to a trip will have the largest immediate impact on Value Added Yield ("VAY") because of the normal margins. Look at all the opportunities to sell shore excursions to cruise customers. How many of your cruise ResCards have shore excursions? The numbers are in maroon for each agent/branch. Tours with dates that overlap the start and end dates of the cruise are identified as shore excursions. Shore excursion companies now provide the ability to Live Connect suggestions into ClientBase as quotes which can then be sent to your customers as suggestions. Quotes are counted, but not valued in this report. Important - excursions associated with cruises are the only ones identified as shore excursions in this report.

Service Fees tracked in accordance with the TAMS recommended approach are also identified, highlighted and counted in this report. The vendor profile for the service fee must include a Vendor ID for the service fee. These are the Vendor Ids. 99901 (Air) 99902 (Hotel) 99903 (Car) 99904 (Cruise) 99905 (Tour) 99906 (Rail) 99907 (Transportation) 99908 (Insurance) and 99910 (Other)

This report provides the capability to see the entire ResCard where a reservation has been added or modified during a Reservation date range, subject to the date ranges set for ResCard Create Dates and Travel Dates. If you restrict either one of the last two mentioned, you will only get ResCards for those date ranges. For Example if you leave the default dates in place for ResCards (1/1/2010 to current date) and Travel Dates (1/1/2015 - 12/31/2018), when you enter a Reservation date range of 3/1/2015 - 3/31/2015 should see all ResCards that were added or modified during March 2015. However, if you set the ResCard date range to 3/1/2015-3/31/2015, you would not see any ResCards created prior to March 2015 that were modified in March 2015. Those reservations added during the Reservation date range show an "A" as a prefix. Those only modified during the period have a "M" prefix. Those with no prefix had no activity during the selected period. It does include quotes as well.

In addition to dates, you have a number of other options. You can select between branches or agents, all travel categories or some, and detail or summary report formats.

The most efficient use of Live Connect in CB is "Bkd" and Green because you know the Consultant is saving the most time passing data from CB to the Booking Engine and importing the resulting reservation into CB.

Remember – Only suppliers setup in CB with Live Connect will display on this report in the Live Connect column.

If a Revenue item other than Air has a Zero value, it will display in Red.

In the summary for each agent there is a calculation of the % that an Agent's Revenue is of the total Revenue. That calculation is colored depending on whether the Agent's Yield is greater than the Yield of the Agency.

10% or more above is Green

0 - 10% above is Aqua

0 - 10% below is Yellow

10% or more below is Red

Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	
<b>Agent Name</b>		Darlene Porter		78622 DP		Darl@demo.com		3		Sidney		
<b>Bern/Dennis &amp; Kristi</b>		27893	02/04/18	06/09/18	06/16/18	6,157	965	15.7%	<b>Grenada</b>			
A	02/04/18	Unique Vacations		Tour	2	6,107	915	15.0%			0	Yes
A	02/04/18	Tour Planning & Management		P Service Fees	2	50	50	100.0%			0	
Primary Sales:		\$6,107	Rev:	\$915	Yield:	15.0%	Add on Rev:	\$50	Adjusted Yield:	15.8%	5.5%	Increase in Yield
<b>Brun/Randy &amp; Jenn</b>		27896	02/06/18	06/03/18	06/08/18	13,278	1,678	12.6%	<b>Aruba</b>			
A	02/05/18	Travel Impressions ++		P Tour	7	13,228	1,628	12.3%			0	Yes Rtrv
A	02/06/18	Tour Planning & Management		P Service Fees	7	50	50	100.0%			0	
Primary Sales:		\$13,228	Rev:	\$1,628	Yield:	12.3%	Add on Rev:	\$50	Adjusted Yield:	12.7%	3.1%	Increase in Yield
<b>Dose/Kevin &amp; Cathy</b>		27902	02/07/18	06/03/18	06/10/18	9,717	795	8.2%	<b>Dominican Republic</b>			
A	02/04/18	Travel Impressions ++		P Tour	4	6,711	561	8.4%			0	Yes Rtrv
A	02/04/18	Travel Impressions ++		P Tour	2	2,956	184	6.2%			0	Yes Rtrv
A	02/07/18	Tour Planning & Management		P Service Fees	6	50	50	100.0%			0	
Primary Sales:		\$9,667	Rev:	\$745	Yield:	7.7%	Add on Rev:	\$50	Adjusted Yield:	8.2%	6.7%	Increase in Yield
<b>Pohl/Keith &amp; Renee</b>		27906	02/07/18	03/02/18	03/05/18	2,563	343	13.4%	<b>Riviera Maya</b>			
A	02/06/18	Travel Impressions ++		P Tour	2	2,513	293	11.6%			0	Yes Rtrv
A	02/07/18	Tour Planning & Management		P Service Fees	2	50	50	100.0%			0	
Primary Sales:		\$2,513	Rev:	\$293	Yield:	11.6%	Add on Rev:	\$50	Adjusted Yield:	13.6%	17.1%	Increase in Yield
<b>Lich/Jeff &amp; Jennifer</b>		27907	02/07/18	06/02/18	06/09/18	10,760	1,090	10.1%	<b>Dominican Republic</b>			
A	02/05/18	Travel Impressions ++		P Tour	5	7,369	674	9.1%			0	Yes Rtrv
A	02/05/18	Travel Impressions ++		P Tour	2	3,292	316	9.6%			0	Yes Rtrv
A	02/07/18	Tour Planning & Management		P Service Fees	2	50	50	100.0%			0	
A	02/07/18	Tour Planning & Management		P Service Fees	2	50	50	100.0%			0	
Primary Sales:		\$10,660	Rev:	\$990	Yield:	9.3%	Add on Rev:	\$100	Adjusted Yield:	10.2%	10.1%	Increase in Yield

All

Hide Instructions  
Yes

Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

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Reservations Created or Modified To: 02/09/18

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### Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	

Agent Name	DP	Sales Amt	Total Rev	Yield	% of Total	Avg Rev/ResCard				-	RsCrds	Rsr
Darlene Porter		42,477	4,870	11.5%	8.2%	\$974					5	13
	Travel Type	Sales	Revenue	Yield	VAY	Rsrv	Paxs	Pax/Rsrv	Revenue/Rsrv	Revenue/Pax		
	Cruise	0	-	- %		-	-	-	-	-		
	Tour	42,177	4,570	10.8%		7	24	3.43	652.85	190.42		
	Primary	42,177	4,570	10.8%	10.8%							
	Shore Excursions	-	-	- %	- %							
	Insurance	0	-	- %	- %							
	Fees	300	300	100.0%	.7%	6	21	3.50	50.00	14.29		
	Add on Revenue	300	300	100.0%	11.5%	:True Yield on Primary Sales				6.6%	Increase in Yield	

5 ResCards with fees of 5 Total ResCards 0 out of 0 Cruise ResCards with 0 Cruise Shore Excursion Reservations  
 5 Insurance ResCards of the 5 Total - 0 Declines, 0 Quotes, 0 Insurance Company Policies, 5 Supplier - 0 Had Both

Averages: ResCard Sales: \$8,495 ResCard Rev: \$974 Reservation Sales: \$3,267 Reservation Rev: \$375 Reservations/Rescard: 2.6

Reservation Adds 13 \$42,477 \$4,870 11.5%

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Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	

Agent Name

Donna Spring

105980 DS

Donn@demo.com

0 Demo Vacations

<b>Zimm/Gary</b>	<b>26803</b>	<b>04/05/17</b>	<b>06/19/18</b>	<b>07/02/18</b>	<b>15,524</b>	<b>1,642</b>	<b>10.6%</b>			<b>Alaska</b>		
M 04/05/17	Princess Cruises ++		P Cruise	3	12,045	1,163	9.7%				0	DECLN Rtrv
01/17/18	Princess Cruises ++		P Cruise	3	430	0	0.0%				0	No
01/17/18	ShoreTrips		P Tour	3	615	80	13.0%				0	Rtrv
01/17/18	ShoreTrips		P Tour	3	597	78	13.0%				0	Rtrv
01/17/18	ShoreTrips		P Tour	3	873	113	13.0%				0	Rtrv
01/17/18	Travel Bound +		P Tour	3	394	55	14.0%				0	Rtrv
03/26/18	Travel Guard International ++		P Insurance	3	571	152	26.7%				0	No

Primary Sales: \$12,868 Rev: \$1,219 Yield: 9.5% Add on Rev: \$423 Adjusted Yield: 12.8% 34.7% Increase in Yield

<b>Voza/Lesli</b>	<b>27358</b>	<b>08/30/17</b>	<b>03/31/18</b>	<b>04/06/18</b>	<b>4,294</b>	<b>513</b>	<b>12.0%</b>			<b>Dominican Republic</b>		
M 08/30/17	Travel Impressions ++		P Tour	2	4,244	463	10.9%				0	Yes Rtrv
M 08/30/17	Tour Planning & Management		P Service Fees	2	50	50	100.0%				0	
Primary Sales: \$4,244 Rev: \$463 Yield: 10.9% Add on Rev: \$50 Adjusted Yield: 12.1%											10.8%	Increase in Yield

<b>Wald/Helen</b>	<b>27429</b>	<b>09/25/17</b>	<b>03/11/18</b>	<b>04/10/18</b>	<b>3,467</b>	<b>266</b>	<b>7.7%</b>			<b>Germany</b>		
M 09/25/17	Delta Vacations		P Tour	1	3,427	226	6.6%				0	Yes Rtrv
M 09/25/17	Air Reservation Management		P Service Fees	1	40	40	100.0%				0	
Primary Sales: \$3,427 Rev: \$226 Yield: 6.6% Add on Rev: \$40 Adjusted Yield: 7.8%											17.7%	Increase in Yield

<b>Brow/Derek &amp; Celeste</b>	<b>27816</b>	<b>01/17/18</b>	<b>09/16/18</b>	<b>09/30/18</b>	<b>8,801</b>	<b>1,138</b>	<b>12.9%</b>			<b>France</b>		
02/02/18	Delta Air Lines ++		P Air	2	417	0	0.0%				0	
A 02/06/18	Easyjet		Air	2	279	0	0.0%				0	
02/02/18	L'Orologio Hotel Florence/Wtb Hotels		Hotel	2	1,099	110	10.0%				1,099	
02/02/18	Delta Vacations		P Tour	2	5,750	766	13.3%				4,950	Rtrv
02/02/18	Travel Bound +		P Tour	2	1,157	162	14.0%				957	Rtrv
02/02/18	Tour Planning & Management		P Service Fees	2	100	100	100.0%				0	
Primary Sales: \$8,701 Rev: \$1,038 Yield: 11.9% Add on Rev: \$100 Adjusted Yield: 13.1%											9.6%	Increase in Yield

<b>Brow/Lyle</b>	<b>27895</b>	<b>02/05/18</b>	<b>08/03/18</b>	<b>08/13/18</b>	<b>10,213</b>	<b>1,176</b>	<b>11.5%</b>			<b>Hawaii - Maui</b>		
A 02/05/18	Travel Impressions ++		P Tour	4	10,113	1,076	10.6%				5,754	Yes Rtrv
A 02/05/18	Tour Planning & Management		P Service Fees	4	100	100	100.0%				0	
Primary Sales: \$10,113 Rev: \$1,076 Yield: 10.6% Add on Rev: \$100 Adjusted Yield: 11.6%											9.3%	Increase in Yield

<b>Plaster Jr./Larry</b>	<b>27908</b>	<b>02/07/18</b>	<b>06/28/18</b>	<b>07/11/18</b>	<b>9,665</b>	<b>886</b>	<b>9.2%</b>			<b>Hawaii - Honolulu/Oahu</b>		
A 02/07/18	American Airlines		Air	2	455	0	0.0%				0	
A 02/07/18	Classic Vacations +		P Tour	2	9,110	786	8.6%				5,715	Yes Rtrv
A 02/07/18	Tour Planning & Management		P Service Fees	2	100	100	100.0%				0	
Primary Sales: \$9,565 Rev: \$786 Yield: 8.2% Add on Rev: \$100 Adjusted Yield: 9.3%											12.7%	Increase in Yield

All

Hide Instructions  
Yes

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Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	
<b>Hamm/David &amp; Loraine</b>		<b>27911</b>	<b>02/08/18</b>	<b>03/03/18</b>	<b>03/21/18</b>	<b>6,346</b>	<b>924</b>	<b>14.6%</b>		<b>Madrid</b>		
	02/12/18	AC Hotel Cordoba		Hotel	2	210	19	9.1%			0	
	02/12/18	AC Hotel Atocha		Hotel	2	310	28	9.1%			0	
A	02/08/18	Delta Vacations		P Tour	2	3,605	449	12.4%			0	Rtrv
	02/12/18	Travel Bound +		P Tour	2	1,588	222	14.0%			0	Rtrv
	02/12/18	Travel Guard International ++		P Insurance	2	583	156	26.7%			0	Rtrv
A	02/08/18	Tour Planning & Management		P Service Fees	2	50	50	100.0%			0	
<b>Primary Sales:</b>		<b>\$5,713</b>	<b>Rev: \$718</b>	<b>Yield: 12.6%</b>	<b>Add on Rev: \$206</b>	<b>Adjusted Yield: 16.2%</b>			<b>28.6%</b>	<b>Increase in Yield</b>		
<b>Abel/Alan</b>		<b>27912</b>	<b>02/08/18</b>	<b>08/22/18</b>	<b>09/01/18</b>	<b>5,945</b>	<b>633</b>	<b>10.6%</b>		<b>Colorado</b>		
	02/13/18	United Airlines ++		P Air	1	410	0	0.0%			0	
	02/13/18	Townplace Suites Columbus Airport		Hotel	1	149	15	10.0%			0	
	02/13/18	Townplace Suites Columbus Airport		Hotel	1	110	11	10.0%			0	
A	02/08/18	Tauck World Discovery +		P Tour	1	5,246	577	11.0%			4,661	Yes No
	02/13/18	Air Reservation Management		P Service Fees	1	30	30	100.0%			0	
<b>Primary Sales:</b>		<b>\$5,915</b>	<b>Rev: \$603</b>	<b>Yield: 10.2%</b>	<b>Add on Rev: \$30</b>	<b>Adjusted Yield: 10.7%</b>			<b>5.0%</b>	<b>Increase in Yield</b>		
<b>Palte &amp; Kristine Thatche</b>		<b>27918</b>	<b>02/09/18</b>	<b>07/15/18</b>	<b>07/21/18</b>	<b>5,004</b>	<b>645</b>	<b>12.9%</b>		<b>Cancun</b>		
A	02/09/18	Travel Impressions ++		P Tour	2	4,954	595	12.0%			4,456	Yes Rtrv
A	02/09/18	Tour Planning & Management		P Service Fees	2	50	50	100.0%			0	
<b>Primary Sales:</b>		<b>\$4,954</b>	<b>Rev: \$595</b>	<b>Yield: 12.0%</b>	<b>Add on Rev: \$50</b>	<b>Adjusted Yield: 13.0%</b>			<b>8.4%</b>	<b>Increase in Yield</b>		

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Agent Name	DS	Sales Amt	Total Rev	Yield	% of Total	Avg Rev/ResCard				-	RsCrds	Rsr
Donna Spring		69,260	7,823	11.3%	13.4%	\$869					9	35
	Travel Type	Sales	Revenue	Yield	VAY	Rsrv	Paxs	Pax/Rsrv	Revenue/Rsrv	Revenue/Pax		
	Cruise	12,474	1,163	9.3%		2	6	3.00	581.68	193.89		
	Tour	49,587	5,377	10.8%		11	23	2.09	513.50	245.59		
	Hotel	1,878	183	9.7%								
	Other-Air,Car,....	1,561	-	- %								
	Primary	65,501	6,724	10.3%	10.3%							
	Shore Excursions	2,085	271	13.0%	.4%							
	Insurance	1,154	308	26.7%	.5%	2	5	2.50	153.90	61.56		
	Fees	520	520	100.0%	.8%	8	16	2.00	65.00	32.50		
	Add on Revenue	3,759	1,099	29.2%	11.9%	:True Yield on Primary Sales				16.3%	Increase in Yield	

8 ResCards with fees of 9 Total ResCards 1 out of 2 Cruise ResCards with 3 Cruise Shore Excursion Reservations  
 9 Insurance ResCards of the 9 Total - 1 Decline, 0 Quotes, 2 Insurance Company Policies, 6 Supplier - 0 Had Both

Averages: ResCard Sales:	\$7,696	ResCard Rev:	\$869	Reservation Sales:	\$1,979	Reservation Rev:	\$224	Reservations/Rescard:	3.9
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Reservation Adds	11	\$34,062	\$3,783	11.1%
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<b>Agent Name</b>		Jane Smith		52827 JS		jane@demo.com		0		Demo Vacations		
<b>Borland/Jill &amp; David</b>		<b>27287</b>	<b>08/07/17</b>	<b>06/01/18</b>	<b>06/13/18</b>	<b>9,228</b>	<b>1,032</b>	<b>11.2%</b>	<b>Alaska</b>			
	08/07/17	Princess Cruises ++	P	Cruise	2	6,611	557	8.4%			0	Rtrv
M	02/02/18	Expedia TAAP		Tour	2	330	36	11.0%			0	
M	02/02/18	ShoreTrips	P	Tour	2	400	52	13.0%			0	Rtrv
M	02/02/18	ShoreTrips	P	Tour	2	588	76	13.0%			0	Rtrv
A	02/07/18	ShoreTrips	P	Tour	2	796	103	13.0%			0	Rtrv
	08/14/17	Travel Guard International ++	P	Insurance	2	403	107	26.5%			0	Bkd
	08/07/17	Tour Planning & Management	P	Service Fees	2	100	100	100.0%			0	
<b>Primary Sales:</b>		<b>\$6,941</b>	<b>Rev: \$593</b>		<b>Yield: 8.5%</b>		<b>Add on Rev: \$439</b>		<b>Adjusted Yield: 14.9%</b>		<b>74.0% Increase in Yield</b>	
<b>Bake/Danielle &amp; Andrew</b>		<b>27480</b>	<b>10/10/17</b>	<b>04/19/18</b>	<b>04/24/18</b>	<b>2,230</b>	<b>274</b>	<b>12.3%</b>	<b>San Francisco</b>			
	10/10/17	Southwest Airlines		Air	2	644	0	0.0%			0	
	10/10/17	Travel Bound +	P	Tour	2	1,008	141	14.0%			0	Rtrv
A	02/09/18	Travel Bound +	P	Tour	2	518	73	14.0%			0	Rtrv
	10/10/17	Air Reservation Management	P	Service Fees	2	60	60	100.0%			0	
<b>Primary Sales:</b>		<b>\$2,170</b>	<b>Rev: \$214</b>		<b>Yield: 9.8%</b>		<b>Add on Rev: \$60</b>		<b>Adjusted Yield: 12.6%</b>		<b>28.1% Increase in Yield</b>	
<b>MacD/Eric</b>		<b>27507</b>	<b>10/18/17</b>	<b>05/26/18</b>	<b>06/02/18</b>	<b>4,381</b>	<b>515</b>	<b>11.8%</b>	<b>Hawaii - Maui</b>			
M	10/20/17	Travel Impressions ++	P	Tour	2	4,064	359	8.8%			0	Rtrv
	10/20/17	Travel Guard International ++	P	Insurance	2	217	57	26.1%			0	Rtrv
	10/20/17	Custom Travel Management	P	Service Fees	2	100	100	100.0%			0	
<b>Primary Sales:</b>		<b>\$4,064</b>	<b>Rev: \$359</b>		<b>Yield: 8.8%</b>		<b>Add on Rev: \$157</b>		<b>Adjusted Yield: 12.7%</b>		<b>43.7% Increase in Yield</b>	
<b>DeSt/Johanna</b>		<b>27703</b>	<b>12/20/17</b>	<b>05/30/18</b>	<b>06/24/18</b>	<b>4,489</b>	<b>592</b>	<b>13.2%</b>	<b>Scotland</b>			
	12/20/17	American Airlines		Air	1	253	0	0.0%			0	
M	12/20/17	Expedia TAAP		Hotel	1	3,614	398	11.0%			0	
	12/20/17	Viatour		Tour	1	0	0	0.0%			0	
	12/20/17	Viatour		Tour	1	0	0	0.0%			0	
	12/20/17	Travel Bound +	P	Tour	1	100	0	0.0%			0	Rtrv
	12/20/17	Travel Guard International ++	P	Insurance	1	447	119	26.6%			0	Rtrv
	12/20/17	Custom Travel Management	P	Service Fees	1	75	75	100.0%			0	
<b>Primary Sales:</b>		<b>\$3,967</b>	<b>Rev: \$398</b>		<b>Yield: 10.0%</b>		<b>Add on Rev: \$194</b>		<b>Adjusted Yield: 14.9%</b>		<b>48.7% Increase in Yield</b>	
<b>Scho/Yana &amp; James</b>		<b>27820</b>	<b>01/18/18</b>	<b>04/16/18</b>	<b>04/28/18</b>	<b>30,078</b>	<b>3,769</b>	<b>12.5%</b>	<b>Turks &amp; Caicos</b>			
M	01/18/18	Travel Impressions ++	P	Tour	2	21,078	2,440	11.6%			0	Yes Rtrv
M	01/18/18	Travel Impressions ++	P	Tour	1	3,578	487	13.6%			0	Yes Rtrv
M	01/18/18	Travel Impressions ++	P	Tour	2	1,114	151	13.6%			0	Yes Rtrv
M	01/18/18	Travel Impressions ++	P	Tour	3	4,188	571	13.6%			0	Yes Rtrv
	01/18/18	Tour Planning & Management	P	Service Fees	8	120	120	100.0%			0	
<b>Primary Sales:</b>		<b>\$29,958</b>	<b>Rev: \$3,649</b>		<b>Yield: 12.2%</b>		<b>Add on Rev: \$120</b>		<b>Adjusted Yield: 12.6%</b>		<b>3.3% Increase in Yield</b>	

All

Hide Instructions

Yes

Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line		Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct
<b>John/Molly &amp; Joel</b>		<b>27873</b>	<b>01/31/18</b>	<b>03/27/18</b>	<b>04/03/18</b>	<b>4,911</b>	<b>625</b>	<b>12.7%</b>		<b>Florida</b>		
	01/31/18	Allegiant Airlines		Air	4	362	0	0.0%			0	
	01/31/18	Allegiant Airlines		Air	1	215	0	0.0%			0	
	01/31/18	Allegiant Airlines		Air	3	291	0	0.0%			0	
	01/31/18	Travel Impressions ++		P Tour	4	1,934	272	14.1%			0	Rtrv
	01/31/18	Walt Disney Travel Company +		P Tour	2	1,154	103	8.9%			0	Rtrv
A	02/05/18	Travel Guard International ++		P Insurance	3	137	35	25.6%			0	Rtrv
A	02/05/18	Travel Guard International ++		P Insurance	1	62	15	24.0%			0	Rtrv
	01/31/18	Tour Planning & Management		P Service Fees	4	200	200	100.0%			0	
	01/31/18	Walt Disney Travel Company +		P Other	3	556	0	0.0%			0	No
<b>Primary Sales:</b>		<b>\$4,512</b>	<b>Rev: \$375</b>	<b>Yield: 8.3%</b>	<b>Add on Rev: \$250</b>	<b>Adjusted Yield: 13.9%</b>				<b>66.7%</b>	<b>Increase in Yield</b>	
<b>Gill/Drew &amp; Nancy</b>		<b>27900</b>	<b>02/07/18</b>	<b>07/15/18</b>	<b>07/24/18</b>	<b>7,510</b>	<b>606</b>	<b>8.1%</b>		<b>Belarus</b>		
A	02/07/18	American Airlines		Air	4	5,182	238	4.6%			0	
A	02/07/18	Belavia		Air	4	1,350	0	0.0%			0	
A	02/07/18	Travel Bound +		P Tour	4	315	44	14.0%			0	Rtrv
A	02/09/18	Travel Guard International ++		P Insurance	4	464	123	26.6%			0	Rtrv
A	02/07/18	Air Reservation Management		P Service Fees	4	200	200	100.0%			0	
<b>Primary Sales:</b>		<b>\$6,846</b>	<b>Rev: \$282</b>	<b>Yield: 4.1%</b>	<b>Add on Rev: \$323</b>	<b>Adjusted Yield: 8.8%</b>				<b>114.6%</b>	<b>Increase in Yield</b>	
<b>Rhod/Jodi &amp; Steve</b>		<b>27904</b>	<b>02/07/18</b>	<b>06/23/18</b>	<b>06/30/18</b>	<b>20,358</b>	<b>2,886</b>	<b>14.2%</b>		<b>Alaska</b>		
A	02/07/18	Princess Cruises ++		P Cruise	2	6,686	862	12.9%			0	Rtrv
A	02/07/18	Princess Cruises ++		P Cruise	2	6,686	862	12.9%			0	Rtrv
A	02/07/18	Princess Cruises ++		P Cruise	2	6,686	862	12.9%			0	Rtrv
A	02/07/18	Custom Travel Management		P Service Fees	6	300	300	100.0%			0	
<b>Primary Sales:</b>		<b>\$20,058</b>	<b>Rev: \$2,586</b>	<b>Yield: 12.9%</b>	<b>Add on Rev: \$300</b>	<b>Adjusted Yield: 14.4%</b>				<b>11.6%</b>	<b>Increase in Yield</b>	
<b>Palmer/Kerstin &amp; James</b>		<b>27916</b>	<b>02/09/18</b>	<b>04/19/18</b>	<b>04/21/18</b>	<b>543</b>	<b>98</b>	<b>18.0%</b>		<b>San Francisco</b>		
A	02/09/18	Travel Bound +		P Tour	2	518	73	14.0%			0	Rtrv
A	02/09/18	Tour Planning & Management		P Service Fees	2	25	25	100.0%			0	
<b>Primary Sales:</b>		<b>\$518</b>	<b>Rev: \$73</b>	<b>Yield: 14.0%</b>	<b>Add on Rev: \$25</b>	<b>Adjusted Yield: 18.8%</b>				<b>34.5%</b>	<b>Increase in Yield</b>	

All

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Yes



Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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### Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	

Agent Name	JS	Sales Amt	Total Rev	Yield	% of Total	Avg Rev/ResCard				-	RsCrds	Rsr
Jane Smith		83,728	10,396	12.4%	16.2%	\$1,155					9	46
	Travel Type	Sales	Revenue	Yield	VAY	Rsrv	Paxs	Pax/Rsrv	Revenue/Rsrv	Revenue/Pax		
	Cruise	26,669	3,142	11.8%		4	8	2.00	785.60	392.80		
	Tour	39,899	4,749	11.9%		15	31	2.07	332.09	160.69		
	Hotel	3,614	398	11.0%								
	Other-Air,Car,....	8,852	238	2.7%								
	Primary	79,034	8,528	10.8%	10.8%							
	Shore Excursions	1,784	232	13.0%	.3%							
	Insurance	1,730	456	26.3%	.6%	6	13	2.17	75.96	35.06		
	Fees	1,180	1,180	100.0%	1.5%	9	31	3.44	131.11	38.06		
	Add on Revenue	4,694	1,868	39.8%	13.2%	:True Yield on Primary Sales				21.9%	Increase in Yield	

9 ResCards with fees of 9 Total ResCards 1 out of 4 Cruise ResCards with 3 Cruise Shore Excursion Reservations  
 6 Insurance ResCards of the 9 Total - 0 Declines, 0 Quotes, 5 Insurance Company Policies, 1 Supplier - 0 Had Both

Averages: ResCard Sales:	\$9,303	ResCard Rev:	\$1,155	Reservation Sales:	\$1,820	Reservation Rev:	\$226	Reservations/Rescard:	5.1
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Reservation Adds	15	\$29,924	\$3,815	12.7%
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Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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### Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	
<b>Agent Name</b>	Linda Brown			4005 LB			Linda@demo.com		0	Demo Vacations		
<b>Reppert/Ariel &amp; Matthew</b>	27864	01/29/18	03/18/18	03/24/18	5,737	729	12.7%			<b>Riviera Maya</b>		
01/29/18	Travel Impressions ++		P Tour	4	5,494	607	11.0%				0	Rtrv
A 02/07/18	Travel Guard International ++		P Insurance	4	163	42	25.8%				0	No
01/29/18	<b>Tour Planning &amp; Management</b>		P Service Fees	4	80	80	100.0%				0	
<b>Primary Sales:</b>	\$5,494	<b>Rev:</b>	\$607	<b>Yield:</b>	11.0%	<b>Add on Rev:</b>	\$122	<b>Adjusted Yield:</b>	13.3%		20.1%	Increase in Yield
<b>Brad/Hal &amp; Mary</b>	27901	02/07/18	08/22/18	09/02/18	9,035	1,051	11.6%			<b>Hawaii</b>		
02/23/18	Expedia TAAP		Hotel	2	96	11	11.0%				77	
02/23/18	Expedia TAAP		Hotel	2	249	27	11.0%				0	
A 02/07/18	Travel Impressions ++		P Tour	2	8,068	811	10.0%				5,582	Rtrv
03/03/18	Travel Guard International ++		P Insurance	2	571	152	26.7%				0	Rtrv
A 02/07/18	<b>Tour Planning &amp; Management</b>		P Service Fees	2	50	50	100.0%				0	
<b>Primary Sales:</b>	\$8,414	<b>Rev:</b>	\$849	<b>Yield:</b>	10.1%	<b>Add on Rev:</b>	\$202	<b>Adjusted Yield:</b>	12.5%		23.8%	Increase in Yield
<b>Infinite Smiles</b>	27905	02/07/18	04/25/18	04/28/18	17,654	1,705	9.7%			<b>Cancun</b>		
A 02/07/18	Southwest Airlines		Air	16	6,248	0	0.0%				0	
A 02/07/18	Travel Impressions ++		P Tour	4	3,272	327	10.0%				0	No
A 02/07/18	Travel Impressions ++		P Tour	12	6,720	672	10.0%				0	No
02/14/18	Travel Guard International ++		P Insurance	2	117	30	25.4%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	2	81	20	24.7%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	1	84	21	24.8%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	1	62	15	24.0%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	1	59	14	23.8%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	1	62	15	24.0%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	1	59	14	23.8%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	1	62	15	24.0%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	1	59	14	23.8%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	1	62	15	24.0%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	1	59	14	23.8%				0	Rtrv
02/14/18	Travel Guard International ++		P Insurance	1	62	15	24.0%				0	Rtrv
02/15/18	Travel Guard International ++		P Insurance	1	62	15	24.0%				0	Rtrv
02/15/18	Travel Guard International ++		P Insurance	1	62	15	24.0%				0	Rtrv
02/15/18	Travel Guard International ++		P Insurance	1	59	14	23.8%				0	Rtrv
02/15/18	Travel Guard International ++		P Insurance	1	62	15	24.0%				0	Rtrv
02/15/18	Travel Guard International ++		P Insurance	1	62	15	24.0%				0	Rtrv
02/15/18	Travel Guard International ++		P Insurance	1	59	14	23.8%				0	Rtrv
02/15/18	Travel Guard International ++		P Insurance	1	62	15	24.0%				0	Rtrv
02/15/18	Travel Guard International ++		P Insurance	1	44	10	22.7%				0	Rtrv
A 02/07/18	<b>Tour Planning &amp; Management</b>		P Service Fees	16	480	480	100.0%				0	
<b>Primary Sales:</b>	\$16,240	<b>Rev:</b>	\$999	<b>Yield:</b>	6.2%	<b>Add on Rev:</b>	\$706	<b>Adjusted Yield:</b>	10.5%		70.6%	Increase in Yield

All

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Yes

Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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### Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	
<b>Younger &amp; Katie Kirschi</b>	<b>27921</b>	<b>02/09/18</b>	<b>09/25/18</b>	<b>09/29/18</b>	<b>4,168</b>	<b>631</b>	<b>15.1%</b>			<b>Bahamas</b>		
A	02/09/18	Travel Impressions ++	P	Tour	2	3,935	533	13.5%		2,761		Rtrv
A	02/09/18	Travel Guard International ++	P	Insurance	2	183	48	26.0%		0		Rtrv
A	02/09/18	Tour Planning & Management	P	Service Fees	2	50	50	100.0%		0		
<b>Primary Sales:</b>		<b>\$3,935</b>	<b>Rev:</b>	<b>\$533</b>	<b>Yield: 13.5%</b>	<b>Add on Rev: \$98</b>	<b>Adjusted Yield: 16.0%</b>			<b>18.3% Increase in Yield</b>		

Agent Name	LB	Sales Amt	Total Rev	Yield	% of Total	Avg Rev/ResCard				-	RsCrds	RsR
<b>Linda Brown</b>		<b>36,595</b>	<b>4,115</b>	<b>11.2%</b>	<b>7.1%</b>	<b>\$1,029</b>					<b>4</b>	<b>29</b>
	<b>Travel Type</b>	<b>Sales</b>	<b>Revenue</b>	<b>Yield</b>	<b>VAY</b>	<b>Rsrv</b>	<b>Paxs</b>	<b>Pax/Rsrv</b>	<b>Revenue/Rsrv</b>	<b>Revenue/Pax</b>		
	Cruise	0	-	- %		-	-	-	-	-		
	Tour	27,489	2,950	10.7%		5	24	4.80	589.91	122.90		
	Hotel	346	38	11.0%								
	Other-Air,Car,....	6,248	-	- %								
	Primary	34,084	2,988	8.8%	8.8%							
	Shore Excursions	-	-	- %	- %							
	Insurance	1,851	468	25.3%	1.4%	17	24	1.41	27.51	19.49		
	Fees	660	660	100.0%	1.9%	4	24	6.00	165.00	27.50		
	Add on Revenue	2,511	1,128	44.9%	12.1%	:True Yield on Primary Sales				37.7%	Increase in Yield	
<b>4</b>	<b>ResCards with fees of</b>	<b>4</b>	<b>Total ResCards</b>	<b>0</b>	<b>out of</b>	<b>0</b>	<b>Cruise ResCards with</b>	<b>0</b>	<b>Cruise Shore</b>	<b>Excursion Reservations</b>		
<b>4</b>	<b>Insurance ResCards of the</b>	<b>4 Total</b>	<b>- 0 Declines,</b>	<b>0 Quotes,</b>	<b>4 Insurance Company Policies,</b>	<b>0 Supplier -</b>	<b>0 Had Both</b>					
Averages:	ResCard Sales:	\$9,149	ResCard Rev:	\$1,029	Reservation Sales:	\$1,262	Reservation Rev:	\$142	Reservations/Rescard:	7.3		
Reservation Adds		10	\$29,169	\$3,013	10.3%							

All

Hide Instructions  
Yes

Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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### Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	

**Agent Name**

Mary Marx 43554 MA mary@demo.com 4 Des Moines

**Koenig/Ben & Chelsea** 27490 10/12/17 05/16/18 05/25/18 6,428 877 13.6% Dominican Republic

M 10/12/17 Travel Impressions ++ P Tour 2 6,378 827 13.0% 0 Decln Rtrv

10/12/17 Tour Planning & Management P Service Fees 2 50 50 100.0% 0

Primary Sales: \$6,378 Rev: \$827 Yield: 13.0% Add on Rev: \$50 Adjusted Yield: 13.7% 6.0% Increase in Yield

**Pham/Thao & Nguyen** 27898 02/06/18 03/09/18 03/14/18 4,944 387 7.8% Riviera Maya

A 02/06/18 Travel Impressions ++ P Tour 3 4,742 312 6.6% 0 Decln Rtrv

A 02/06/18 Tour Planning & Management P Service Fees 3 75 75 100.0% 0

A 02/06/18 American Airlines Other 3 127 0 0.0% 0

Primary Sales: \$4,869 Rev: \$312 Yield: 6.4% Add on Rev: \$75 Adjusted Yield: 7.9% 24.1% Increase in Yield

**Juran/Nicholas & Brean** 27903 02/07/18 05/21/18 05/28/18 6,512 756 11.6% Hawaii - Honolulu/Oahu

A 02/07/18 Travel Impressions ++ P Tour 2 6,144 643 10.5% 0 Rtrv

A 02/07/18 Travel Guard International ++ P Insurance 2 243 64 26.2% 0 Rtrv

A 02/07/18 Tour Planning & Management P Service Fees 2 50 50 100.0% 0

03/14/18 American Airlines Other 2 76 0 0.0% 0

Primary Sales: \$6,219 Rev: \$643 Yield: 10.3% Add on Rev: \$114 Adjusted Yield: 12.2% 17.7% Increase in Yield

**Yurg/Aimee** 27919 02/09/18 10/09/18 10/22/18 40,626 5,180 12.8% Greece

02/19/18 American Airlines Air 4 6,510 120 1.8% 0

A 02/09/18 Celebrity Cruises + P Cruise 4 26,281 3,461 13.2% 6,281 Rtrv

02/20/18 Travel Bound + P Tour 4 5,750 967 16.8% 0 Rtrv

A 02/09/18 Travel Guard International ++ P Insurance 2 1,599 430 26.9% 0 Rtrv

A 02/09/18 Travel Guard International ++ P Insurance 2 386 102 26.5% 0 Rtrv

A 02/09/18 Cruise Planning & Management P Service Fees 4 100 100 100.0% 0

Primary Sales: \$32,792 Rev: \$3,581 Yield: 10.9% Add on Rev: \$1,599 Adjusted Yield: 15.8% 44.6% Increase in Yield

**Haus/Linda** 27922 02/09/18 05/12/18 05/19/18 5,262 793 15.1% Riviera Maya

A 02/09/18 Travel Impressions ++ P Tour 2 5,122 721 14.1% 0 Yes Rtrv

A 02/09/18 Travel Guard International ++ P Insurance 2 90 22 24.9% 0 Rtrv

A 02/09/18 Tour Planning & Management P Service Fees 2 50 50 100.0% 0

Primary Sales: \$5,122 Rev: \$721 Yield: 14.1% Add on Rev: \$72 Adjusted Yield: 15.5% 10.0% Increase in Yield

All

Hide Instructions  
Yes

Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	

Agent Name	MA	Sales Amt	Total Rev	Yield	% of Total	Avg Rev/ResCard				-	RsCrds	Rsr
Mary Marx		63,772	7,993	12.5%	12.4%	\$1,599					5	18
	Travel Type	Sales	Revenue	Yield	VAY	Rsrv	Paxs	Pax/Rsrv	Revenue/Rsrv	Revenue/Pax		
	Cruise	26,281	3,461	13.2%		1	4	4.00	3,461.08	865.27		
	Tour	22,385	2,502	11.2%		4	9	2.25	867.16	385.40		
	Other-Air,Car,....	6,713	120	1.8%								
	Primary	55,379	6,083	11.0%	11.0%							
	Shore Excursions	5,750	967	16.8%	1.7%							
	Insurance	2,318	618	26.7%	1.1%	4	8	2.00	154.58	77.29		
	Fees	325	325	100.0%	.6%	5	13	2.60	65.00	25.00		
	Add on Revenue	8,393	1,910	22.8%	14.4%	:True Yield on Primary Sales				31.4%	Increase in Yield	

5 ResCards with fees of 5 Total ResCards 1 out of 1 Cruise ResCards with 1 Cruise Shore Excursion Reservations

5 Insurance ResCards of the 5 Total - 2 Declines, 0 Quotes, 3 Insurance Company Policies, 1 Supplier - 1 Had Both

Averages: ResCard Sales:	\$12,754	ResCard Rev:	\$1,599	Reservation Sales:	\$3,543	Reservation Rev:	\$444	Reservations/Rescard:	3.6
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Reservation Adds	13	\$45,009	\$6,030	13.4%
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Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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### Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	

Agent Name

Petra 59573 PPF petra@demo.com 0 Demo Vacations

Morr/Michael	26634	02/28/17	04/23/18	06/27/18	23,593	3,333	14.1%	Hungry
A 02/03/18	Delta Air Lines ++	P Air	2	0	0	0.0%	0	
A 02/03/18	Delta Air Lines ++	P Air	2	0	0	0.0%	0	
	10/18/17 AC Hotel Ambassador Antibes-Juan Les F	Hotel	2	889	89	10.0%	889	
	10/22/17 Travel Bound +	P Hotel	2	369	68	18.4%	0	No
A 02/03/18	Ritz Carlton Budapest	Hotel	2	0	0	0.0%	0	
	03/18/18 Renaissance Barceona Fira Hotel	Hotel	2	326	33	10.0%	326	
	03/18/18 Renaissance Barceona Fira Hotel	Hotel	2	316	32	10.0%	316	
	03/18/18 Travel Bound +	P Hotel	2	402	64	16.0%	0	Rtrv
	03/18/18 Auto Europe +	P Car	4	754	128	17.0%	0	No
	03/01/17 Viking River Cruises +	P Cruise	2	6,462	1,158	17.9%	0	Rtrv
	11/17/17 Seabourn Cruise Line +	P Cruise	2	13,808	1,654	12.0%	0	Rtrv
A 02/03/18	Travel Bound +	P Tour	2	74	12	16.0%	0	No
	04/12/18 Travel Bound +	P Transportatio	4	115	16	14.0%	115	Rtrv
	03/10/17 Cruise Planning & Management	P Service Fees	2	40	40	100.0%	0	
	03/15/18 Cruise Planning & Management	P Service Fees	2	40	40	100.0%	0	

Primary Sales: \$23,439 Rev: \$3,241 Yield: 13.8% Add on Rev: \$92 Adjusted Yield: 14.2% 2.8% Increase in Yield

McCuen/Michael	27514	10/19/17	06/29/18	07/08/18	9,116	870	9.5%	Bahamas
	10/19/17 Disney Cruise Vacations +	P Cruise	4	6,686	603	9.0%	0	Rtrv
A 02/05/18	Walt Disney Travel Company +	P Tour	4	1,997	79	4.0%	1,997	Rtrv
M 10/31/17	Travel Guard International ++	P Insurance	5	333	88	26.4%	0	Rtrv
	10/20/17 Cruise Planning & Management	P Service Fees	5	100	100	100.0%	0	

Primary Sales: \$8,683 Rev: \$682 Yield: 7.9% Add on Rev: \$188 Adjusted Yield: 10.0% 27.6% Increase in Yield

Hogge/Cindy	27515	10/19/17	06/29/18	07/08/18	8,819	834	9.5%	Bahamas
	10/19/17 Disney Cruise Vacations +	P Cruise	4	6,467	581	9.0%	0	Rtrv
A 02/05/18	Walt Disney Travel Company +	P Tour	4	1,971	79	4.0%	1,971	Rtrv
	10/31/17 Travel Guard International ++	P Insurance	4	281	74	26.3%	0	Rtrv
	10/20/17 Cruise Planning & Management	P Service Fees	4	100	100	100.0%	0	

Primary Sales: \$8,438 Rev: \$660 Yield: 7.8% Add on Rev: \$174 Adjusted Yield: 9.9% 26.3% Increase in Yield

Hutchinson/Cheryll	27552	10/29/17	06/30/18	07/08/18	3,312	230	6.9%	Disney World
A 02/05/18	Walt Disney Travel Company +	P Tour	3	3,118	179	5.7%	3,118	Rtrv
M 10/31/17	Travel Guard International ++	P Insurance	3	194	50	26.0%	0	Rtrv

Primary Sales: \$3,118 Rev: \$179 Yield: 5.7% Add on Rev: \$50 Adjusted Yield: 7.4% 28.2% Increase in Yield

All

Hide Instructions  
Yes

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Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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### Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	
<b>Phillips/Matthew</b>	<b>27910</b>	<b>02/08/18</b>	<b>08/20/18</b>	<b>08/26/18</b>	<b>5,797</b>	<b>779</b>	<b>13.4%</b>			<b>St. Lucia</b>		
A	02/08/18	Classic Vacations +	P	Tour	2	5,544	684	12.3%			3,568	Rtrv
	02/17/18	Travel Guard International ++	P	Insurance	2	213	56	26.1%			0	Rtrv
A	02/08/18	Tour Planning & Management	P	Service Fees	2	40	40	100.0%			0	
<b>Primary Sales:</b>	<b>\$5,544</b>	<b>Rev: \$684</b>	<b>Yield: 12.3%</b>	<b>Add on Rev: \$96</b>	<b>Adjusted Yield: 14.1%</b>	<b>14.0%</b>	<b>Increase in Yield</b>					
<b>LeCrone/Donna</b>	<b>27914</b>	<b>02/08/18</b>	<b>07/05/18</b>	<b>07/11/18</b>	<b>4,742</b>	<b>640</b>	<b>13.5%</b>			<b>Aruba</b>		
A	02/08/18	Travel Impressions ++	P	Tour	2	4,199	466	11.1%			2,658	Rtrv
	02/19/18	Travel Guard International ++	P	Insurance	2	503	134	26.6%			0	Rtrv
A	02/08/18	Tour Planning & Management	P	Service Fees	2	40	40	100.0%			0	
<b>Primary Sales:</b>	<b>\$4,199</b>	<b>Rev: \$466</b>	<b>Yield: 11.1%</b>	<b>Add on Rev: \$174</b>	<b>Adjusted Yield: 15.2%</b>	<b>37.3%</b>	<b>Increase in Yield</b>					
<b>Leonard/Jill</b>	<b>27915</b>	<b>02/08/18</b>	<b>07/05/18</b>	<b>07/11/18</b>	<b>4,520</b>	<b>580</b>	<b>12.8%</b>			<b>Aruba</b>		
A	02/08/18	Travel Impressions ++	P	Tour	2	4,199	466	11.1%			0	Rtrv
	02/20/18	Travel Guard International ++	P	Insurance	2	281	74	26.3%			0	Rtrv
A	02/08/18	Tour Planning & Management	P	Service Fees	2	40	40	100.0%			0	
<b>Primary Sales:</b>	<b>\$4,199</b>	<b>Rev: \$466</b>	<b>Yield: 11.1%</b>	<b>Add on Rev: \$114</b>	<b>Adjusted Yield: 13.8%</b>	<b>24.5%</b>	<b>Increase in Yield</b>					

Agent Name	PPF	Sales Amt	Total Rev	Yield	% of Total	Avg Rev/ResCard			-	RsCrds	Rsr			
<b>Petra</b>		<b>59,898</b>	<b>7,267</b>	<b>12.1%</b>	<b>11.6%</b>	<b>\$1,038</b>				<b>7</b>	<b>34</b>			
	<b>Travel Type</b>	<b>Sales</b>	<b>Revenue</b>	<b>Yield</b>	<b>VAY</b>	<b>Rsrv</b>	<b>Paxs</b>	<b>Pax/Rsrv</b>	<b>Revenue/Rsrv</b>	<b>Revenue/Pax</b>				
	Cruise	33,422	3,995	12.0%		4	12	3.00	998.85	332.95				
	Tour	21,027	1,954	9.3%		6	17	2.83	327.60	115.62				
	Hotel	2,301	285	12.4%										
	Other-Air,Car,....	869	144	16.6%										
	<b>Primary</b>	<b>57,620</b>	<b>6,379</b>	<b>11.1%</b>	<b>11.1%</b>									
	Shore Excursions	74	12	16.0%	- %									
	Insurance	1,805	476	26.4%	.8%	6	18	3.00	79.34	26.45				
	Fees	400	400	100.0%	.7%	7	19	2.71	57.14	21.05				
	<b>Add on Revenue</b>	<b>2,279</b>	<b>888</b>	<b>39.0%</b>	<b>12.6%</b>	<b>:True Yield on Primary Sales</b>			<b>13.9%</b>	<b>Increase in Yield</b>				
<b>6</b>	<b>ResCards with fees of</b>	<b>7</b>	<b>Total ResCards</b>	<b>1</b>	<b>out of</b>	<b>4</b>	<b>Cruise ResCards with</b>	<b>1</b>	<b>Cruise Shore</b>	<b>Excursion Reservations</b>				
<b>6</b>	<b>Insurance ResCards of the</b>	<b>7</b>	<b>Total</b>	<b>-</b>	<b>0</b>	<b>Declines,</b>	<b>0</b>	<b>Quotes,</b>	<b>6</b>	<b>Insurance Company Policies,</b>	<b>0</b>	<b>Supplier -</b>	<b>0</b>	<b>Had Both</b>
Averages:	ResCard Sales:	\$8,557	ResCard Rev:	\$1,038	Reservation Sales:	\$1,762	Reservation Rev:	\$214	Reservations/Rescard:	4.9				

Reservation Adds 13 \$21,221 \$2,086 9.8%

All

Hide Instructions  
Yes

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Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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### Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	

Agent Name	Windy Olsen CTC											
	4656 WO			windy@demo.com				0 Demo Vacations				
<b>Faur/Gunter</b>	<b>25626</b>	<b>07/05/16</b>	<b>06/11/18</b>	<b>06/26/18</b>	<b>15,664</b>	<b>2,463</b>	<b>15.7%</b>	<b>Baltic</b>				
07/05/16	Viking River Cruises +	P	Cruise	2	15,384	2,423	15.7%		0	Yes	Rtrv	
07/05/16	Cruise Planning & Management	P	Service Fees	2	40	40	100.0%		0			
A 02/05/18	Viking River Cruises +	P	Other	2	240	0	0.0%		0		No	
<b>Primary Sales:</b>	<b>\$15,624</b>	<b>Rev: \$2,423</b>	<b>Yield: 15.5%</b>	<b>Add on Rev: \$40</b>	<b>Adjusted Yield: 15.8%</b>			<b>1.7%</b>	<b>Increase in Yield</b>			
<b>Roem/Darcy</b>	<b>26954</b>	<b>05/05/17</b>	<b>04/28/18</b>	<b>05/08/18</b>	<b>3,020</b>	<b>471</b>	<b>15.6%</b>	<b>Med - Western</b>				
M 01/04/18	Princess Cruises ++	P	Cruise	1	2,654	345	13.0%		0		Rtrv	
05/06/17	Travel Guard International ++	P	Insurance	1	326	86	26.4%		0		Bkd	
05/06/17	Custom Travel Management	P	Service Fees	1	40	40	100.0%		0			
<b>Primary Sales:</b>	<b>\$2,654</b>	<b>Rev: \$345</b>	<b>Yield: 13.0%</b>	<b>Add on Rev: \$126</b>	<b>Adjusted Yield: 17.7%</b>			<b>36.6%</b>	<b>Increase in Yield</b>			
	<b>26955</b>	<b>05/05/17</b>	<b>04/28/18</b>	<b>05/08/18</b>	<b>3,083</b>	<b>488</b>	<b>15.8%</b>	<b>Med - Western</b>				
M 05/05/17	Princess Cruises ++	P	Cruise	1	2,654	345	13.0%		0		Rtrv	
05/06/17	Travel Guard International ++	P	Insurance	1	389	103	26.5%		0		Bkd	
05/06/17	Custom Travel Management	P	Service Fees	1	40	40	100.0%		0			
<b>Primary Sales:</b>	<b>\$2,654</b>	<b>Rev: \$345</b>	<b>Yield: 13.0%</b>	<b>Add on Rev: \$143</b>	<b>Adjusted Yield: 18.4%</b>			<b>41.5%</b>	<b>Increase in Yield</b>			
<b>Pain/Cindy</b>	<b>26956</b>	<b>05/05/17</b>	<b>04/28/18</b>	<b>05/08/18</b>	<b>3,083</b>	<b>488</b>	<b>15.8%</b>	<b>Med - Western</b>				
M 05/05/17	Princess Cruises ++	P	Cruise	1	2,654	345	13.0%		0		Rtrv	
05/06/17	Travel Guard International ++	P	Insurance	1	389	103	26.5%		0		Bkd	
05/06/17	Custom Travel Management	P	Service Fees	1	40	40	100.0%		0			
<b>Primary Sales:</b>	<b>\$2,654</b>	<b>Rev: \$345</b>	<b>Yield: 13.0%</b>	<b>Add on Rev: \$143</b>	<b>Adjusted Yield: 18.4%</b>			<b>41.5%</b>	<b>Increase in Yield</b>			
<b>Ross/Marianne</b>	<b>26957</b>	<b>05/05/17</b>	<b>04/28/18</b>	<b>05/08/18</b>	<b>3,020</b>	<b>471</b>	<b>15.6%</b>	<b>Med - Western</b>				
M 05/05/17	Princess Cruises ++	P	Cruise	1	2,654	345	13.0%		0		Rtrv	
05/06/17	Travel Guard International ++	P	Insurance	1	326	86	26.4%		0		Bkd	
05/06/17	Custom Travel Management	P	Service Fees	1	40	40	100.0%		0			
<b>Primary Sales:</b>	<b>\$2,654</b>	<b>Rev: \$345</b>	<b>Yield: 13.0%</b>	<b>Add on Rev: \$126</b>	<b>Adjusted Yield: 17.7%</b>			<b>36.6%</b>	<b>Increase in Yield</b>			
	<b>26959</b>	<b>05/05/17</b>	<b>04/28/18</b>	<b>05/08/18</b>	<b>2,983</b>	<b>473</b>	<b>15.9%</b>	<b>Med - Western</b>				
M 05/05/17	Princess Cruises ++	P	Cruise	1	2,554	330	12.9%		0		Rtrv	
05/07/17	Travel Guard International ++	P	Insurance	1	389	103	26.5%		0		Bkd	
05/07/17	Custom Travel Management	P	Service Fees	1	40	40	100.0%		0			
<b>Primary Sales:</b>	<b>\$2,554</b>	<b>Rev: \$330</b>	<b>Yield: 12.9%</b>	<b>Add on Rev: \$143</b>	<b>Adjusted Yield: 18.5%</b>			<b>43.4%</b>	<b>Increase in Yield</b>			
	<b>26962</b>	<b>05/05/17</b>	<b>04/28/18</b>	<b>05/08/18</b>	<b>2,983</b>	<b>473</b>	<b>15.9%</b>	<b>Med - Western</b>				
M 05/05/17	Princess Cruises ++	P	Cruise	1	2,554	330	12.9%		0		Rtrv	
05/07/17	Travel Guard International ++	P	Insurance	1	389	103	26.5%		0		Bkd	
05/07/17	Custom Travel Management	P	Service Fees	1	40	40	100.0%		0			
<b>Primary Sales:</b>	<b>\$2,554</b>	<b>Rev: \$330</b>	<b>Yield: 12.9%</b>	<b>Add on Rev: \$143</b>	<b>Adjusted Yield: 18.5%</b>			<b>43.4%</b>	<b>Increase in Yield</b>			

All

Hide Instructions
Yes



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Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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### Revenue By ResCard with Value Added Yields -

Detail

Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	
<b>Wass/Sharon</b>	<b>26963</b>	<b>05/07/17</b>	<b>04/28/18</b>	<b>05/08/18</b>	<b>2,600</b>	<b>408</b>	<b>15.7%</b>			<b>Med - Western</b>		
M 05/05/17	Princess Cruises ++		P Cruise	1	2,234	282	12.6%			0		Rtrv
05/07/17	Travel Guard International ++		P Insurance	1	326	86	26.4%			0		Bkd
05/07/17	Custom Travel Management		P Service Fees	1	40	40	100.0%			0		
<b>Primary</b>	<b>Sales: \$2,234</b>	<b>Rev: \$282</b>	<b>Yield: 12.6%</b>	<b>Add on Rev: \$126</b>	<b>Adjusted Yield: 18.3%</b>	<b>44.8%</b>	<b>Increase in Yield</b>					
<b>Kolb/Ron &amp; Peggy</b>	<b>27041</b>	<b>05/30/17</b>	<b>03/02/18</b>	<b>04/02/18</b>	<b>31,838</b>	<b>3,575</b>	<b>11.2%</b>			<b>Ecuador</b>		
06/16/17	Celebrity Cruises +		P Air	2	2,705	0	0.0%			0		No
M 05/30/17	Celebrity Cruises +		P Cruise	2	12,728	1,519	11.9%			0	Yes	Rtrv
M 06/07/17	Celebrity Cruises +		P Cruise	2	16,309	2,010	12.3%			0	Yes	Rtrv
05/30/17	Cruise Planning & Management		P Service Fees	2	40	40	100.0%			0		
12/14/17	Celebrity Cruises +		P Other	2	56	6	10.0%			0		No
<b>Primary</b>	<b>Sales: \$31,798</b>	<b>Rev: \$3,535</b>	<b>Yield: 11.1%</b>	<b>Add on Rev: \$40</b>	<b>Adjusted Yield: 11.2%</b>	<b>1.1%</b>	<b>Increase in Yield</b>					
<b>Lowe/Jim &amp; Kathy</b>	<b>27214</b>	<b>07/20/17</b>	<b>10/26/18</b>	<b>11/11/18</b>	<b>13,829</b>	<b>2,000</b>	<b>14.5%</b>			<b>Portugal</b>		
M 01/29/18	United Airlines ++		P Air	2	0	0	0.0%			0		
07/11/17	AMAWaterways ++		P Cruise	2	12,270	1,693	13.8%			10,770		No
07/20/17	Travel Guard International ++		P Insurance	2	995	267	26.8%			0		Bkd
07/20/17	Cruise Planning & Management		P Service Fees	2	40	40	100.0%			0		
01/29/18	United Airlines ++		P Other	2	524	0	0.0%			0		
<b>Primary</b>	<b>Sales: \$12,794</b>	<b>Rev: \$1,693</b>	<b>Yield: 13.2%</b>	<b>Add on Rev: \$307</b>	<b>Adjusted Yield: 15.6%</b>	<b>18.1%</b>	<b>Increase in Yield</b>					
<b>Ralp/Jeff &amp; Tonia</b>	<b>27215</b>	<b>07/20/17</b>	<b>10/26/18</b>	<b>11/11/18</b>	<b>13,631</b>	<b>1,940</b>	<b>14.2%</b>			<b>Portugal</b>		
M 01/29/18	United Airlines ++		P Air	2	0	0	0.0%			0		
01/29/18	United Airlines ++		P Air	2	550	0	0.0%			0		
07/11/17	AMAWaterways ++		P Cruise	2	12,270	1,693	13.8%			10,770		No
07/20/17	Travel Guard International ++		P Insurance	2	771	206	26.8%			0		Bkd
07/20/17	Cruise Planning & Management		P Service Fees	2	40	40	100.0%			0		
<b>Primary</b>	<b>Sales: \$12,820</b>	<b>Rev: \$1,693</b>	<b>Yield: 13.2%</b>	<b>Add on Rev: \$246</b>	<b>Adjusted Yield: 15.1%</b>	<b>14.5%</b>	<b>Increase in Yield</b>					
<b>Kros/Tracy &amp; Joe</b>	<b>27398</b>	<b>09/13/17</b>	<b>04/28/18</b>	<b>05/12/18</b>	<b>8,407</b>	<b>929</b>	<b>11.0%</b>			<b>Austria</b>		
M 09/13/17	Avanti Destinations/DER		P Tour	2	7,866	849	10.8%			0	Yes	Rtrv
09/13/17	Custom Travel Management		P Service Fees	2	80	80	100.0%			0		
09/13/17	United Airlines ++		P Other	2	331	0	0.0%			0		
09/13/17	Austrian Airlines		Other	2	130	0	0.0%			0		
<b>Primary</b>	<b>Sales: \$8,327</b>	<b>Rev: \$849</b>	<b>Yield: 10.2%</b>	<b>Add on Rev: \$80</b>	<b>Adjusted Yield: 11.2%</b>	<b>9.4%</b>	<b>Increase in Yield</b>					

All

Hide Instructions

Yes

Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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## Revenue By ResCard with Value Added Yields -

Detail

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Client Name	Rescard Lin	Create	Start	End	Sales Amt	Total Rev	Yield	Comm	Disc/Markup	Destination	Vendor	Live
Reserved	Vendor Name	Reservation Line	Pax	Sales Amt	Total Rev	Yield	Comm	Disc/MarkUp	Bal To Invoice	Insured	Cnct	
<b>Johnson/Gerard and Me</b>	<b>27894</b>	<b>02/05/18</b>	<b>06/19/18</b>	<b>06/27/18</b>	<b>6,597</b>	<b>678</b>	<b>10.3%</b>			<b>Jamaica</b>		
A	02/05/18	Travel Impressions ++	P	Tour	2	6,297	628	10.0%			0	Yes Rtrv
A	02/05/18	Couples Resorts	P	Tour	2	250	0	0.0%			0	
A	02/05/18	Custom Travel Management	P	Service Fees	2	50	50	100.0%			0	
Primary		Sales: \$6,547	Rev: \$628	Yield: 9.6%	Add on Rev: \$50	Adjusted Yield: 10.4%			8.0%	Increase in Yield		
<b>Kolb/Ron &amp; Peggy</b>	<b>27909</b>	<b>02/08/18</b>	<b>02/22/18</b>	<b>02/27/18</b>	<b>5,020</b>	<b>554</b>	<b>11.0%</b>			<b>Riviera Maya</b>		
A	02/08/18	Travel Impressions ++	P	Tour	2	4,970	504	10.1%			0	Rtrv
A	02/08/18	Custom Travel Management	P	Service Fees	2	50	50	100.0%			0	
Primary		Sales: \$4,970	Rev: \$504	Yield: 10.1%	Add on Rev: \$50	Adjusted Yield: 11.1%			9.9%	Increase in Yield		
<b>Kolb/Ron &amp; Peggy</b>	<b>27917</b>	<b>02/09/18</b>	<b>05/19/19</b>	<b>06/02/19</b>	<b>16,004</b>	<b>2,120</b>	<b>13.2%</b>			<b>Baltic</b>		
A	02/09/18	Celebrity Cruises +	P	Cruise	2	15,964	2,080	13.0%			11,714	Rtrv
A	02/09/18	Cruise Planning & Management	P	Service Fees	2	40	40	100.0%			0	
Primary		Sales: \$15,964	Rev: \$2,080	Yield: 13.0%	Add on Rev: \$40	Adjusted Yield: 13.3%			1.9%	Increase in Yield		
<b>Evanichko/Stan and Nar</b>	<b>27920</b>	<b>02/09/18</b>	<b>07/31/18</b>	<b>08/10/18</b>	<b>26,123</b>	<b>4,781</b>	<b>18.3%</b>			<b>Amsterdam</b>		
A	02/09/18	Viking River Cruises +	P	Cruise	2	8,788	1,494	17.0%			0	Rtrv
A	02/09/18	Viking River Cruises +	P	Cruise	2	8,788	1,494	17.0%			0	Rtrv
A	02/09/18	Viking River Cruises +	P	Cruise	1	6,393	1,107	17.3%			0	Rtrv
A	02/09/18	Travel Guard International ++	P	Insurance	2	995	267	26.8%			0	Rtrv
A	02/09/18	Travel Guard International ++	P	Insurance	2	571	152	26.7%			0	Rtrv
A	02/09/18	Travel Guard International ++	P	Insurance	1	438	116	26.6%			0	Rtrv
A	02/09/18	Custom Travel Management	P	Service Fees	5	150	150	100.0%			0	
Primary		Sales: \$23,969	Rev: \$4,095	Yield: 17.1%	Add on Rev: \$685	Adjusted Yield: 19.9%			16.7%	Increase in Yield		

Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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Revenue By ResCard with Value Added Yields -

Detail

Agent Name	WO	Sales Amt	Total Rev	Yield	% of Total	Avg Rev/ResCard			-	RsCrds	Rsr
<b>Windy Olsen CTC</b>		<b>160,564</b>	<b>22,719</b>	<b>14.1%</b>	<b>31.1%</b>	<b>\$1,336</b>				<b>17</b>	<b>60</b>
	<b>Travel Type</b>	<b>Sales</b>	<b>Revenue</b>	<b>Yield</b>	<b>VAY</b>	<b>Rsrv</b>	<b>Paxs</b>	<b>Pax/Rsrv</b>	<b>Revenue/Rsrv</b>	<b>Revenue/Pax</b>	
	Cruise	129,166	18,117	14.0%		17	25	1.47	1,065.69	724.67	
	Tour	19,382	1,981	10.2%		4	8	2.00	495.23	247.62	
	Other-Air,Car,....	4,536	6	.1%							
	Primary	153,084	20,103	13.1%	13.1%						
	Shore Excursions	-	-	- %	- %						
	Insurance	6,630	1,766	26.6%	1.2%	13	17	1.31	135.81	103.85	
	Fees	850	850	100.0%	.6%	17	29	1.71	50.00	29.31	
	Add on Revenue	7,480	2,616	35.0%	14.8%	:True Yield on <u>Primary Sales</u>			13.0%	Increase in Yield	
<b>17</b>	<b>ResCards with fees of</b>	<b>17</b>	<b>Total ResCards</b>	<b>0</b>	<b>out of</b>	<b>17</b>	<b>Cruise ResCards with</b>	<b>0</b>	<b>Cruise Shore</b>	<b>Excursion Reservations</b>	
	<b>15 Insurance ResCards of the 17 Total</b>		<b>- 0 Declines, 0 Quotes, 11 Insurance Company Policies, 4 Supplier - 0 Had Both</b>								
Averages: ResCard Sales:		\$9,445	ResCard Rev: \$1,336	Reservation Sales: \$2,676	Reservation Rev: \$379	Reservations/Rescard:		3.5			
Reservation Adds		15	\$53,984	\$8,133	15.1%						

All

Hide Instructions Yes

Rescard Create Date From: 01/01/15

Reservations Created or Modified From: 02/03/18

ResCard Trip Start Date From: 01/01/15

Rescard Create Date To: 01/31/20

Reservations Created or Modified To: 02/09/18

ResCard Trip Start Date To: 12/31/20

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### Revenue By ResCard with Value Added Yields -

Detail

Total	Travel Type	Sales Amt	Total Rev	Yield	Avg Rev/ResCard					RsCrds	Rsrvt
		516,293	65,182	12.6%	\$ 1,164					56	235
	<b>Cruise</b>	228,013	29,879	13.1%		28	55	1.96	1,067.11		543.25
	<b>Tour (note)</b>	221,946	24,083	10.9%		52	136	2.62	491.62		187.97
	<b>Hotel</b>	8,140	905	- %							
	<b>Other-Air,Car,...</b>	28,780	508	1.8%							
	<b>Primary</b>	486,878	55,375		11.4%						
	<b>Shore Excursions (note)</b>	9,692	1,481	15.3%	.3%						
	<b>Insurance</b>	15,488	4,091	26.4%	.8%	48	85	1.77	85.23		48.13
	<b>Fees</b>	4,235	4,235	100.0%	.9%	56	153	2.73	75.63		27.68
	<b>Add on Revenue</b>	29,415	9,807		13.4%	:True Yield on <u>Primary Sales</u>			17.7%	Increase in Yield	
	<b>54 ResCards with fees of</b>	<b>56 Total ResCards</b>	<b>4 out of</b>	<b>28</b>	<b>Cruise ResCards with</b>	<b>8</b>	<b>Cruise Shore Excursion Reservations</b>				
	<b>50 Insurance ResCards of the 56 Total - 3 Declines, 0 Quotes, 31 Insurance Company Policies, 17 Supplier - 1 Had Both</b>										
Averages:	ResCard Sales:	\$9,220	ResCard Rev:	\$1,164	Reservation Sales:	2,197	Reservation Rev:	\$277	Reservations/Rescard:	4.2	
Reservation Adds	90	\$ 255,845	\$ 31,729	12.4%							
Reservation Mark Ups	0	\$ 0									

Note: Tour totals have been reduced by the amount of Shore Excursions. See instructions for how Shore Excursions are identified.