

Agent Sales Volumes by Clients

Instructions

This report will provide an analysis of your Sales and Revenue by Client by Agent for all bookings in the ResCard. It sorts on Client, with the largest amount of revenue first, within each Agent during the period and provides a cumulative list until the "Set Percentage" of Total Revenues for each Agent is reached.

It will calculate and display the percentage of an Agent's Clients that are needed to reach the "Set Percentage". For Example it might take 40 of 100 clients (40%) to reach 80% of the Revenue for an Agent.

It can optionally display the Service Fees included in the Client Revenue and the fee percent of the client revenue.

You can select on a combination of

- 1. Set the Percentage of Clients You Wish To See within an Agent - Default is set to 80%
- 2. ResCard Create Dates, Default is set to Date From - 01/01/2010 Date To - Current Day
- 3. Reservation Modified (Create or Modified) Dates Default is set to Date From - 01/01/2010 Date To - Current Day
- 4. Trip StartDates. Default is set to Start From - 01/01/2015 Start To -12/31/2015

If you restrict either 1 or 2 above, 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 - 12/31/2015), 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.

If you use the defaults for ResCard Create Dates and Reservation Create Dates of 1/1/2010 - Current Date and the TripStart Dates to 1/1/XXXX - 12/31/XXXX (where XXXX is the current year) your report should be exactly the same as the Pacing Reports in your Dashboard as long as XXXX is the current year.

There are also 2 Display Options

- 1. Display Fees Associatted with Clients - Default is set to No ("N")
- 2. Display Clients or only show Agents - Default is set to Display Clients ("N")

Agent Sales Volumes by Clients

Client Percent Used

30%

Trip Start Date From: 01/01/2015

ResCard Create Date From: 01/01/2010

Reservation Create/Modify Date From: 01/01/2010

Trip Start Date To: 12/31/2015

ResCard Create Date To: 06/23/2016

Reservation Create/Modify Date To: 06/23/2016

Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Next Level	Percent Of Cumulative Clients	Sales
WINDY OLSEN CTC									
	Dutc/Brent	160.00	2%	5%	80,997.84	10,370.61	6%	6%	13%
	Mush/Steve	320.00	4%	3%	51,506.71	7,647.52	4%	10%	15%
	Kozl/Ron	40.00	1%	3%	48,694.45	4,750.51	3%	13%	10%
	Reus/Charles			2%	30,952.45	4,510.40	3%	15%	15%
	Mill/Jo			3%	48,082.00	3,877.50	2%	17%	8%
	Ship/Mark	80.00	3%	1%	15,452.94	3,006.61	2%	19%	19%
	Brea/Clark			2%	27,025.55	2,748.00	2%	21%	10%
	Mull/Bob	80.00	3%	1%	17,758.44	2,644.92	1%	22%	15%
	John/Kim	40.00	2%	1%	15,183.04	2,587.40	1%	24%	17%
	Mosi/Craig	40.00	2%	1%	18,428.80	2,332.72	1%	25%	13%
	Au/Rita	80.00	3%	2%	25,644.07	2,308.87	1%	26%	9%
	Mill/Caroline			2%	26,576.00	2,217.60	1%	27%	8%
	Geor/David	60.00	3%	1%	17,922.23	2,104.83	1%	29%	12%
	Sand/Karen			1%	16,562.00	2,088.75	1%	30%	13%
	Care/Ed			1%	11,401.92	2,067.16	1%	31%	18%
	Others			70%	1,038,727.35	124,044.04	69%	100%	12%
200	WINDY OLSEN CTC	9,420.00	5%	23%	1,490,915.79	179,307.44	24%	8%	12%

15 of 200 Clients or 8%



Show Agents Only

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Trip Start Date To: 12/31/2015

ResCard Create Date To: 06/23/2016

Reservation Create/Modify Date To: 06/23/2016

Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Percent Of		
							Next Level	Cumulative Clients	Sales
MARY MARX									
	Gall/Karen	80.00	2%	4%	39,584.74	5,090.54	4%	4%	13%
	Wals/Nancy	160.00	6%	2%	21,352.32	2,699.13	2%	6%	13%
	McEw/John	160.00	6%	2%	23,821.96	2,481.46	2%	8%	10%
	Rugg/Tammy	200.00	8%	2%	23,565.02	2,475.51	2%	10%	11%
	Scar/Diana			2%	23,806.07	2,165.79	2%	12%	9%
	Arno/Sonia	160.00	8%	2%	17,965.54	2,049.67	2%	13%	11%
	Keen/Aimee	240.00	13%	1%	15,402.74	1,833.07	1%	15%	12%
	Jens/Whitney	100.00	6%	1%	12,837.62	1,805.00	1%	16%	14%
	Croz/Lisa	160.00	9%	2%	16,458.34	1,804.09	1%	18%	11%
	Hann/Derek	500.00	32%	1%	12,165.50	1,560.50	1%	19%	13%
	Mast/Duane	40.00	3%	1%	10,260.27	1,549.77	1%	20%	15%
	DeLu/Gregory	80.00	5%	1%	13,709.50	1,521.91	1%	21%	11%
	Swan/James	40.00	3%	1%	10,849.08	1,492.48	1%	22%	14%
	Kall/Rick	40.00	3%	1%	14,545.25	1,487.58	1%	24%	10%
	Avru/Brandon	150.00	11%	1%	8,955.00	1,322.20	1%	25%	15%
	Tipt/Kathy	80.00	6%	1%	8,531.54	1,272.41	1%	26%	15%
	Heme/Stu	40.00	3%	1%	8,920.85	1,152.38	1%	27%	13%
	Bail/Katie	80.00	8%	1%	11,005.96	1,056.57	1%	27%	10%
	Smit/Tammy	120.00	11%	1%	9,541.60	1,053.89	1%	28%	11%
	Hurl/Casey	40.00	4%	1%	7,546.52	1,050.43	1%	29%	14%
	Pomm/Brian	40.00	4%	1%	7,778.90	1,028.20	1%	30%	13%
	Chri/Esther			1%	8,386.27	1,018.52	1%	31%	12%
	Others			69%	740,829.31	88,245.30	69%	100%	12%
226	MARY MARX	11,070.00	9%	17%	1,067,819.90	127,216.40	17%	10%	12%

22 of 226 Clients or 10%



Show Agents Only

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Trip Start Date To: 12/31/2015

ResCard Create Date To: 06/23/2016

Reservation Create/Modify Date To: 06/23/2016

Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Percent Of		
							Next Level	Cumulative Clients	Sales
DONNA SPRING									
	Head/Charles	80.00	1%	8%	67,815.03	7,064.59	7%	7%	10%
	Meet/James	160.00	3%	4%	30,585.30	4,673.25	5%	12%	15%
	Sear/Mark	80.00	2%	4%	31,407.06	3,992.09	4%	16%	13%
	Kirk/Cheryl	100.00	3%	3%	26,955.34	3,618.26	4%	19%	13%
	Abel/Alan	100.00	3%	3%	25,904.55	2,904.77	3%	22%	11%
	Lowm/Angela	40.00	1%	2%	19,878.20	2,838.08	3%	25%	14%
	Witt/Steve	160.00	6%	3%	29,104.64	2,688.26	3%	28%	9%
	Stil/John			2%	16,923.28	2,462.42	2%	30%	15%
	Others			71%	620,008.35	69,160.23	70%	100%	11%
119	DONNA SPRING	5,665.00	6%	14%	868,581.75	99,401.95	13%	7%	11%
	8 of 119 Clients or 7%								



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ResCard Create Date To: 06/23/2016

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Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Percent Of Next Level	Cumulative Clients	Sales
JANE SMITH									
	Ande/Kenneth	240.00	3%	7%	57,476.69	7,237.06	7%	7%	13%
	Mill/Robert	360.00	10%	4%	32,522.08	3,735.69	4%	11%	11%
	Buzz/David	200.00	6%	3%	25,388.50	3,394.29	3%	15%	13%
	Slem/Tom	170.00	6%	4%	29,809.54	2,899.53	3%	18%	10%
	Giffi/John	80.00	3%	2%	19,948.74	2,768.76	3%	20%	14%
	Mogg/Kathleen	220.00	8%	3%	23,167.33	2,725.64	3%	23%	12%
	Marie/Bridgette	210.00	9%	2%	20,847.46	2,448.35	2%	26%	12%
	McKi/Susan	40.00	2%	2%	20,348.11	2,261.02	2%	28%	11%
	Herr/Tracey Dils			2%	15,459.64	2,061.95	2%	30%	13%
	Others			71%	605,818.51	68,532.80	70%	100%	11%
182	JANE SMITH	7,991.29	8%	13%	850,786.60	98,065.09	13%	5%	12%
	9 of 182 Clients or 5%								

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Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Percent Of		
							Next Level	Cumulative Clients	Sales
DARLENE PORTER									
	Chic/Debi			3%	20,928.23	4,371.69	5%	5%	21%
	Schl/Ken			6%	41,074.12	3,785.63	4%	9%	9%
	Monn/David			4%	26,575.15	3,496.84	4%	13%	13%
	Spol/Tom	200.00	12%	2%	11,645.35	1,714.04	2%	15%	15%
	Koon/Melissa			2%	14,435.73	1,685.11	2%	17%	12%
	Heit/Gary			2%	13,987.88	1,676.03	2%	19%	12%
	Haag/Andy	40.00	3%	1%	8,935.07	1,354.36	2%	21%	15%
	Bobl/Jeff	40.00	3%	1%	7,388.42	1,335.20	2%	22%	18%
	Demo/Dave	75.00	6%	2%	13,979.56	1,333.72	2%	24%	10%
	Goff/Matthew	40.00	3%	1%	9,460.43	1,317.45	2%	25%	14%
	Cook/Phil	50.00	4%	1%	10,197.54	1,308.40	1%	27%	13%
	Reck/Keith	40.00	3%	2%	10,604.05	1,305.35	1%	28%	12%
	Rubl/Dennis	40.00	3%	1%	8,183.24	1,153.92	1%	29%	14%
	Ruhe/Nate			1%	6,068.35	1,095.62	1%	31%	18%
	Others			71%	500,266.55	60,667.52	69%	100%	12%
153	DARLENE PORTER	4,395.00	5%	11%	703,729.67	87,600.88	12%	9%	12%
	14 of 153 Clients or 9%								



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Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Percent Of Next Level	Cumulative Clients	Sales
LINDA BROWN									
	Hard/Melissa	120.00	2%	7%	53,095.42	5,314.24	6%	6%	10%
	Pott/Ernie			4%	30,759.24	3,214.49	4%	10%	10%
	Tara/Matthew			3%	20,789.30	3,136.08	4%	14%	15%
	Romanoff Group			3%	21,284.00	2,742.00	3%	17%	13%
	John/Gene	40.00	2%	2%	12,614.00	2,258.40	3%	20%	18%
	Barg/Wade	80.00	4%	2%	18,688.44	2,136.46	3%	22%	11%
	Levy/Scott	160.00	8%	2%	18,241.86	2,105.84	3%	25%	12%
	Gran/John			2%	16,053.00	2,013.22	2%	27%	13%
	Albe/Todd			3%	19,729.94	1,981.06	2%	30%	10%
	Gard/Sally			2%	16,031.05	1,955.97	2%	32%	12%
	Others			70%	532,991.99	56,765.47	68%	100%	11%
116	LINDA BROWN	4,402.00	5%	12%	760,278.24	83,623.23	11%	9%	11%
10 of 116 Clients or 9%									



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Trip Start Date To: 12/31/2015

ResCard Create Date To: 06/23/2016

Reservation Create/Modify Date To: 06/23/2016

Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Percent Of Next Level	Cumulative Clients	Sales
CHUCK BROWN									
	Select Sires			37%	108,930.80	21,221.07	49%	49%	19%
	Others			63%	186,173.76	22,288.26	51%	100%	12%
4	CHUCK BROWN			5%	295,104.56	43,509.33	6%	25%	15%
	1 of 4 Clients or 25%								



Show Agents Only

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Trip Start Date To: 12/31/2015

ResCard Create Date To: 06/23/2016

Reservation Create/Modify Date To: 06/23/2016

Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Percent Of		
							Next Level	Cumulative Clients	Sales
DORY KRAUSE									
	Jame/Morgan	150.00	5%	10%	15,479.30	2,728.02	16%	16%	18%
	Grim/Jill	140.00	6%	12%	18,794.64	2,227.76	13%	29%	12%
	Curr/Terri			8%	12,261.14	1,509.86	9%	37%	12%
	Others			70%	109,892.54	10,825.56	63%	100%	10%
28	DORY KRAUSE	1,605.00	9%	2%	156,427.62	17,291.20	2%	11%	11%
3 of 28 Clients or 11%									



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Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Percent Of Next Level	Cumulative Clients	Sales
JENNIFER ANDERSON									
	McMu/Wayne	80.00	4%	13%	19,822.92	2,119.42	12%	12%	11%
	Koss/Jim	40.00	2%	13%	20,222.02	2,000.70	12%	24%	10%
	Nogu/Andrea			9%	13,449.00	1,741.82	10%	34%	13%
	Others			65%	98,339.81	11,139.81	66%	100%	11%
26	JENNIFER ANDERSON	1,300.00	8%	2%	151,833.75	17,001.75	2%	12%	11%
3 of 26 Clients or 12%									



Show Agents Only

Agent Sales Volumes by Clients

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Reservation Create/Modify Date To: 06/23/2016

Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Percent Of Next Level	Cumulative Clients	Sales
PETRA									
	Hami/Vanessa			49%	13,980.54	1,692.48	53%	53%	12%
	Others			51%	14,325.98	1,473.40	47%	100%	10%
3	PETRA			-%	28,306.52	3,165.88	-%	33%	11%
1 of 3 Clients or 33%									



Show Agents Only

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Trip Start Date To: 12/31/2015

ResCard Create Date To: 06/23/2016

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Agent	Clients	Fees Amount	% Of Revenue	Next Level	Net Sales	Revenue	Percent Of Next Level	Cumulative Clients	Sales
MONICA KARLSON									
	Hugh/Charles	140.00	20%	23%	7,573.48	703.00	24%	24%	9%
	Ande/Cynthia			18%	5,957.56	631.93	22%	46%	11%
	Others			60%	20,105.52	1,549.80	54%	100%	8%
10	MONICA KARLSON	490.00	17%	1%	33,636.56	2,884.73	-%	20%	9%
2 of 10 Clients or		20%							



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LYNN ROSE

Rose/Clayton	100%	1,314.76	115.50	100%	100%	9%
1 LYNN ROSE	-%	1,314.76	115.50	-%	100%	9%
1 of 1 Clients or 100%						



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Reservation Create/Modify Date To: 06/23/2016

1,055 Report Total

46,338.29

6%

6,408,735.72

759,183.38



Show Agents Only