

Sales Activity Report (By Team)

1. Click Reports
2. Click Sales Reports Folder
3. Click "Sales Activity Report (By Team)"
4. Select Date Range

Number of new Sales Events created by each Sales Rep for the date range

The Number of "Open Events" currently sitting in each reps active pipeline (Goal < 60)

Number of open appointments each rep has scheduled for the date range

The number of appointments that were "Completed" (Showed) for the dated range

Sales Activity Report (By Team)
 Refresh Report
 Print Report
 Help
Rick Case Acura Ft Lauderdale

Team/Role: *ALL SALES
Begin Date: 10/1/2009
End Date: 10/12/2009

	Salesperson	New Prospects	Unsold Prospects	Calls					Appts		Total Sold	Front Gross	Back Gross	Total Gross
				Open	Completed	Completed CTI	Skipped	Incomplete	Open	Completed				
Internet Sales	AJ Hasty Marcelo Barboza Total	37 43 80	63 53 116	17 215 30	191 83 406	61 41 144	7 38 48	4 1 42	0 1 1	7 9 16	4.5 3.5 8.0	\$926 \$3,651 \$4,577	\$4,334 \$2,741 \$7,075	\$5,260 \$6,392 \$11,652
Sales Manager	Michael Cortella Total	17 17	51 51	24 24	93 93	43 43	4 4	1 1	0 0	4 4	5.5 5.5	\$5,587 \$5,587	\$1,386 \$1,386	\$6,973 \$6,973
Team A	Ellen Bogen Jeremy Hamilton Marc Duroseau Mort Schwartz Richard Ragone Total	20 11 11 20 21 83	73 19 32 61 45 230	13 9 17 34 1 74	168 54 196 113 205 736	73 23 135 40 100 371	11 4 7 6 4 32	6 19 5 20 8 58	0 0 0 0 0 0	5 3 0 2 3 13	4.0 3.5 0 2.0 2.5 12.0	\$2,634 \$7,286 0 \$155 \$4,867 \$14,941	\$1,570 \$1,574 0 \$2,310 \$1,693 \$7,147	\$4,204 \$8,859 0 \$2,466 \$6,560 \$22,088
Team B	Carl Ziedman Edney Francis Terry Jarvis Thomas Desrosiers Total	26 9 14 10 59	52 28 39 17 136	13 3 20 0 36	207 107 101 82 497	113 34 57 9 213	20 6 4 2 32	13 17 16 6 52	0 0 0 0 0	5 7 6 3 21	2.5 3.0 1.0 2.5 9.0 9.0	\$2,067 \$1,498 1377.70 \$3,900 \$6,087 \$6,958	\$1,054 \$2,969 \$951 \$1,984 \$6,958 \$13,045	\$3,120 \$4,468 -426.95 \$5,884

Number of Open calls sitting in each reps Daily Workplan. This number should be at zero at the end of each working day

The total number of calls each sales rep manually marked completed for the date range above

The number of calls verified completed by the phone system to known customers inside of DealerSocket

Number of calls that were skipped by the system because a rep manually set a to-do within the same date range of a running campaign

Number of incomplete calls that were never made during a series of follow up calls