

# OUTBOUND DAILY REPORT SAMPLE

01-Jan-22 to 31-Dec-22  
and Null values

Includes call data through 30-Sep-22

	Call Date	Program	List_Group	List Name	September, 2022															
					Grand Total	Total	9/30/2022	9/29/2022	9/28/2022	9/27/2022	9/26/2022	9/23/2022	9/22/2022	9/21/2022	9/20/2022	9/19/2022	9/16/2022	9/15/2022	9/14/2022	9/13/2022
Hours	53,945.24	6,510.18	264.29	367.90	368.56	349.86	321.55	240.72	332.95	303.20	314.82	293.15	254.52	333.60	320.43	327.53	284.12	264.08	354.35	
Sales	12,149	1,574	75	73	76	71	47	71	82	67	82	72	61	96	82	82	79	65	104	
Sales per Hour	0.23	0.24	0.28	0.20	0.21	0.20	0.15	0.29	0.25	0.22	0.26	0.25	0.24	0.29	0.26	0.25	0.28	0.25	0.29	
Conversion %	11.18%	12.24%	16.85%	12.09%	12.46%	12.03%	8.10%	14.46%	14.14%	12.62%	14.64%	13.64%	14.09%	15.34%	14.04%	11.07%	11.21%	12.13%	14.21%	
Conversion % to Goal	55.90%	61.21%	84.27%	60.43%	62.30%	60.17%	40.52%	72.30%	70.69%	63.09%	73.21%	68.18%	70.44%	76.68%	70.21%	55.33%	56.03%	60.63%	71.04%	
Revenue	\$9,115,266.75	\$1,354,016.18	\$82,280.27	\$61,609.93	\$62,934.60	\$84,978.76	\$36,454.04	\$57,646.18	\$56,151.10	\$59,315.67	\$67,688.41	\$72,078.96	\$72,247.66	\$66,242.81	\$95,783.61	\$54,588.48	\$51,761.48	\$38,354.36	\$83,279.2	
Revenue Per Hour	\$168.97	\$207.98	\$311.33	\$167.46	\$170.76	\$242.89	\$113.37	\$239.47	\$168.65	\$195.63	\$215.01	\$245.88	\$283.86	\$198.57	\$298.92	\$166.67	\$182.18	\$145.24	\$235.02	
Average Order Size	\$750.29	\$860.24	\$1,097.07	\$843.97	\$828.09	\$1,196.88	\$775.62	\$811.92	\$684.77	\$885.31	\$825.47	\$1,001.10	\$1,184.39	\$690.03	\$1,168.09	\$665.71	\$655.21	\$590.07	\$800.76	
Credit Card Revenue	\$6,254,120.54	\$1,011,960.54	\$68,686.68	\$40,979.72	\$48,614.71	\$69,515.29	\$25,928.97	\$41,445.60	\$43,190.78	\$34,049.96	\$52,590.32	\$55,849.90	\$57,901.11	\$45,722.21	\$85,819.84	\$39,700.55	\$29,088.41	\$23,979.90	\$66,099.9	
Invoice Revenue	\$2,861,146.21	\$342,055.64	\$13,593.59	\$20,630.21	\$14,319.89	\$15,463.47	\$10,525.07	\$16,200.58	\$12,960.32	\$25,265.71	\$15,098.09	\$16,229.06	\$14,346.55	\$20,520.60	\$9,963.77	\$14,887.93	\$22,673.07	\$14,374.46	\$17,179.2	
Book Total	\$4,340,653.82	\$808,592.62	\$36,815.23	\$28,513.59	\$34,601.17	\$45,996.71	\$33,355.90	\$42,333.58	\$40,451.32	\$30,202.42	\$42,741.89	\$59,901.87	\$57,070.46	\$40,877.35	\$28,823.24	\$35,801.82	\$27,268.46	\$22,083.95	\$61,826.4	
Product Total	\$950,132.00	\$126,995.21	\$21,680.43	\$1,419.84	\$8,041.19	\$2,812.27	\$499.95	\$3,567.27	\$2,609.37	\$10,919.01	\$2,009.93	\$594.48	\$2,293.15	\$4,570.83	\$46,578.87	\$2,386.83	\$0.00	\$319.95	\$205.00	
Product Renew Total	\$3,689,577.41	\$411,333.80	\$23,784.61	\$31,325.37	\$18,758.02	\$31,724.28	\$2,994.46	\$11,147.82	\$12,894.22	\$17,654.43	\$23,125.54	\$12,312.24	\$13,291.64	\$22,067.99	\$19,926.11	\$16,672.72	\$23,721.48	\$16,121.95	\$20,543.6	
Product Upgrade Total	\$119,374.76	\$7,106.82	\$0.00	\$0.00	\$1,679.46	\$4,445.50	\$0.00	\$0.00	\$0.00	\$600.00	\$40.00	\$0.00	\$136.00	\$0.00	\$0.00	\$0.00	\$149.95	\$0.00	\$0.00	
Contacts	108,674	12,858	445	604	610	590	580	491	580	531	560	528	433	626	584	741	705	536	732	
Contacts per Hour	2.01	1.98	1.68	1.64	1.66	1.69	1.80	2.04	1.74	1.75	1.78	1.80	1.70	1.88	1.82	2.26	2.48	2.03	2.07	
Finalized	143,757	18,607	730	1,315	938	871	1,050	1,088	1,005	883	694	705	550	744	697	968	839	680	860	
Finalized per Hour	2.7	2.9	2.8	3.6	2.5	2.5	3.3	4.5	3.0	2.9	2.2	2.4	2.2	2.2	2.2	3.0	3.0	2.6	2.4	
Dials	825,926	99,320	3,326	5,119	5,019	4,437	4,775	3,885	5,164	4,472	5,256	4,154	3,930	4,981	5,147	5,197	4,780	4,458	5,554	
Dials per Hour	15.31	15.26	12.58	13.91	13.62	12.68	14.85	16.14	15.51	14.75	16.70	14.17	15.44	14.93	16.06	15.87	16.82	16.88	15.67	

	Call Date	Program	List_Group	List Name	September, 2022															
					Grand Total	Total	9/30/2022	9/29/2022	9/28/2022	9/27/2022	9/26/2022	9/23/2022	9/22/2022	9/21/2022	9/20/2022	9/19/2022	9/16/2022	9/15/2022	9/14/2022	9/13/2022
Total	12,306	1,597	75	75	77	71	49	72	84	68	84	74	63	97	82	83	81	66	104	
Complete	312	68	11	4				11	8				4	8				8	2	
Complete - Loan Offer Accepted	3																			
Demo Complete Sale	159	17			2	1		2		2			1			1				
Licensing Form Sent	358																			
Order and Return	157	32			5	3			2	2	7	3	1	2	2	1		1	2	
Sale	300	25	3	1	3	1	1	1	2	2	3	1	1		1	2		1		
Sale Credit Card	2,892	381	18	15	19	20	13	14	18	14	26	14	17	21	23	18	20	19	22	
Sale Invoice	7,440	1,010	41	52	47	43	35	43	48	46	46	53	36	60	53	55	56	35	73	
Sold Books	17	2	1						1											
Sold New SW	144	15	1	2					1	1				1	2					
Sold Renewal	524	47		1	1	3			4	2	2	3	2	4	3	5	5	2	5	
Total	26,234	4,018	194	221	215	244	212	201	227	198	169	246	144	223	153	238	187	155	177	