

	Actl Oct 00	Actl Nov 00	Actl Dec 00	Actl Jan 01	Actl Feb 01	Actl Mar 01	Actl YTD TOTALS	Actl Total
Beginning Inventory	32,908	21,269	572,349	33,009	56,914	9,714	900,416	900,416
Discontinued Products	0	0	0	0	0	0	0	0
Non Adj. Disc. Products	0	0	0	0	0	0	0	0

Adj. Beginning Inventory	32,908	21,269	572,349	33,009	56,914	9,714	900,416	900,416
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Base Revenue Target	27,643	17,866	549,455	27,728	43,221	6,882	824,086	824,086
Sales Quota	16,000	16,000	20,000	16,000	16,000	20,000	208,000	208,000
Sales Revenue Target	43,643	33,866	569,455	43,728	59,221	26,882	1,032,086	1,032,086

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81%

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****New Activity*****

New Sales	21,777	4,610	79,710	22,218	147,573	33,185	443,858	443,858
New Sale - Cancellations	0	<5,406>	<3,624>	0	0	<326>	<20,119>	<20,119>
New Sale - Reinstatements	0	0	2,360	0	0	0	2,360	2,360
Cancel Conversion Activity	0	0	<2,517>	0	<8,093>	0	<73,007>	<73,007>
Adjustment Activity	0	0	0	0	0	0	0	0

Net New Activity	21,777	<796>	75,929	22,218	139,480	32,859	353,092	353,092
New Sales Target %	136.11 %	<4.98>%	379.65 %	138.86 %	871.75 %	164.30 %	169.76 %	169.76 %

****Renewal Activity*****

Renewals	28,571	28,759	494,137	33,329	54,491	15,226	770,249	770,249
Late Renewals	0	599	7,350	0	2,045	0	12,164	12,164
Renewal - Cancellations	<525>	<756>	<21,596>	<3,040>	<9,669>	<27,754>	<73,307>	<73,307>
Renewal - Reinstatements	0	0	550	0	2,324	11,330	23,202	23,202
Cancel Conversion Offsets	1,429	0	1,929	0	0	0	3,358	3,358

Net Renewal Activity	29,475	28,602	482,370	30,289	49,191	<1,198>	735,666	735,666
Inventory Renewal %	89.57 %	134.48 %	84.28 %	91.76 %	86.43 %	<12.33>%	81.70 %	81.70 %

Total Activity	51,252	27,806	558,299	52,507	188,671	31,661	1,088,758	1,088,758
Sales Revenue Target %	117.43 %	82.11 %	98.04 %	120.08 %	318.59 %	117.78 %	105.49 %	105.49 %

FINAL YEAR-END 113.01%

Base Surplus (Deficit)	23,609	9,940	8,844	24,779	145,450	24,779	264,672	264,672
YTD Base Surplus(Deficit)	50,880	60,820	69,664	94,443	239,893	264,672	264,672	264,672

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Sales Surplus (Deficit)	7,609	<6,060>	<11,156>	8,779	129,450	4,779	56,672	56,672
YTD Sales Surplus(Deficit)	<69,120>	<75,180>	<86,336>	<77,557>	51,893	56,672	56,672	56,672

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