

A	B	C	D	E	F	G	H	I	J	K
2nd QUARTER PERSONAL PERFORMANCE PLAN										
AGENT NAME:	Jeff Cerovich								Average	
GAP OBJECTIVE	\$75,000			APPS NEEDED *	100	Current Apps	84	\$893.40		
BONUS OBJECTIVE	\$2,250			FIRST YEAR	35%		1%			
PLAN—GAP				ACTUAL—NAP				INCOME PROJECTIONS		
Sales Week	WEEK	ACCUM		WEEK	ACCUM	COUNTDOWN	APPS	1ST YR.	60% ADV	20 YR REN
3/18/2013 Growmore 2	\$5,769	\$5,769		\$11,940	\$11,940	\$63,060	84	\$4,179	\$2,507	\$2,388
03/25/13	\$5,769	\$11,538		\$6,036	\$17,976	\$57,024	76	\$2,113	\$1,268	\$1,207
04/01/13	\$5,769	\$17,307		\$5,400	\$23,376	\$51,624	69	\$1,890	\$1,134	\$1,080
04/08/13	\$5,769	\$23,076		\$4,716	\$28,092	\$46,908	63	\$1,651	\$990	\$943
04/15/13	\$5,769	\$28,845		\$5,700	\$33,792	\$41,208	55	\$1,995	\$1,197	\$1,140
04/22/13	\$6,600	\$35,445		\$6,805	\$40,597	\$34,403	46	\$2,382	\$1,429	\$1,361
04/29/13	\$6,600	\$42,045		\$5,400	\$45,997	\$29,003	39	\$1,890	\$1,134	\$1,080
5/6/13 Family Dedication Wk	\$6,600	\$48,645		\$1,344	\$47,341	\$27,659	37	\$470	\$282	\$269
05/13/13	\$6,600	\$55,245		\$10,548	\$57,889	\$17,111	23	\$3,692	\$2,215	\$2,110
5/20/2013 Growmore 3	\$6,600	\$61,845		\$6,000	\$63,889	\$11,111	15	\$2,100	\$1,260	\$1,200
05/27/13	\$6,600	\$68,445		\$5,736	\$69,625	\$5,375	7	\$2,008	\$1,205	\$1,147
06/03/13	\$6,600	\$75,045		\$3,780	\$73,405	\$1,595	2	\$1,323	\$794	\$756
06/10/13	\$0	\$75,045		\$0	\$73,405	\$1,595	2	\$0	\$0	\$0
TOTALS		\$75,045		\$73,405				\$25,692	\$15,415	\$14,681
							with bonus	\$27,942	\$17,665	