Opportunity Close Ratios

Date Range: Before May 1, 2012

Allison Mikola: 43 Opportunities Totaling $266,100.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
Closed - Lost: 15 Opportunities Totaling $51,300.00						
10/30/2010	A1 Services-US Operations	Amanda Form	New Opportunity	37	0%	$12,000.00
4/18/2011	Continental Detective Agency	John Guild	Replacement Parts	44	0%	$300.00
5/20/2011	A1 Services-US Operations	Amanda Form	New Opportunity	44	0%	$12,000.00
5/20/2011	Bodega's Bodacious Birds	Melanie Daniels	New Opportunity	44	0%	$2,000.00
5/20/2011	Continental Detective Agency	Nick Charles	New Opportunity	44	0%	$2,500.00
5/20/2011	Continental Detective Agency	John Guild	New Opportunity	44	0%	$2,000.00
5/20/2011	Duke Industries	Stony Brooke	New Opportunity	44	0%	$2,500.00
5/20/2011	Duke Industries	John Chance	New Opportunity	44	0%	$2,000.00
5/20/2011	Duke Industries	Ethan Edwards	New Opportunity	44	0%	$2,000.00
5/20/2011	Duke Industries	Marion Morrison	New Opportunity	44	0%	$2,000.00

Opportunity Close Ratios

Date Range: Before May 1, 2012

Allison Mikola: 43 Opportunities Totaling $266,100.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
Closed - Lost: 15 Opportunities Totaling $51,300.00						
5/20/2011	Duke Industries	Rockwell Torrey	New Opportunity	44	0%	$2,000.00
5/20/2011	F G Landscape & Design	Ethan Turnbull	New Opportunity	44	0%	$2,000.00
5/20/2011	Finch Legal Aid	Jean Louise Finch	New Opportunity	44	0%	$4,000.00
5/20/2011	Golf Greens Extraordinaire	Carl Spackler	New Opportunity	44	0%	$2,000.00
5/20/2011	Golf Greens Extraordinaire	Ty Webb	New Opportunity	44	0%	$2,000.00
Closed - Won: 28 Opportunities Totaling $214,800.00						
9/30/2010	Sierra's Cafe	Brandon Sloan	Sierra's Cafe-Cafe	37	100%	$12,000.00
10/30/2010	American Dreams	Hayleigh Frieda	American Dreams-Upgrad Component	37	100%	$2,500.00
10/30/2010	Best Lender Financing	Benny Lender	New Opportunity	37	100%	$300.00
10/30/2010	Bodega's Bodacious Birds	Mitch Brenner	Bodega's Birds-Bodega Bay HQ	37	100%	$12,000.00
10/30/2010	Brandee's Bakery	Liz Dittmeier	Brandee's Bakery-SC	37	25%	$2,000.00
4/18/2011	Brock, Lathers and Freedman	Dr. Deiter Brock	Brock, Lathers and Freedman-Main Facility	44	100%	$12,000.00
4/18/2011	Circle Photography	Jonathan Jenkins	Circle Photography-Plano Plant	44	100%	$12,000.00
4/18/2011	Dittmeier Delights	Liz Dittmeier	New Opportunity	44	100%	$5,000.00
4/18/2011	Duke Industries	Ethan Edwards	New Opportunity	44	100%	$7,500.00
5/20/2011	Bodega's Bodacious Birds	Mitch Brenner	Bodega's Birds-New Opportunity	44	100%	$12,000.00
5/20/2011	Brock, Lathers and Freedman	Dr. Deiter Brock	Brock, Lathers and Freedman-Plant	44	100%	$12,000.00
5/20/2011	Brock, Lathers and Freedman	Dr. Deiter Brock	New Opportunity	44	100%	$2,000.00
5/20/2011	American Dreams	Hayleigh Frieda	American Dreams-New Opportunity	44	100%	$12,000.00
5/20/2011	Circle Photography	Jonathan Jenkins	New Opportunity	44	100%	$12,000.00
5/20/2011	Circle Photography	Jonathan Jenkins	Circle Photography-New Opportunity	44	100%	$4,000.00
5/20/2011	Coffee Producers of Australia	Morgan Kennedy	Coffee Producers-Roasting Facilities	44	100%	$12,000.00
5/20/2011	Coffee Producers of Australia	Morgan Kennedy	Coffee Producers-Roasting Plant	44	100%	$7,500.00

Opportunity Close Ratios

Date Range: Before May 1, 2012

Allison Mikola: 43 Opportunities Totaling $266,100.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
Closed - Won: 28 Opportunities Totaling $214,800.00						
5/20/2011	Corleone's Pasta Company	Morty Manicotti	Corleone's Pasta-New Opportunity	44	100%	$4,000.00
5/20/2011	Dittmeier Delights	Liz Dittmeier	New Opportunity	44	100%	$4,000.00
5/20/2011	Dittmeier Delights	Liz Dittmeier	Dittmeier Delights-New Opportunity	44	100%	$12,000.00
5/20/2011	Django Consulting	Dan Minnick	Django Consulting-New Opportunity	44	100%	$4,000.00
5/20/2011	Django Consulting	Dan Minnick	Django Consulting-New Opportunity	44	100%	$12,000.00
5/20/2011	Duke Industries	Ethan Edwards	Duke Industries-New Opportunity	44	100%	$4,000.00
5/20/2011	Duke Industries	Ethan Edwards	Duke Industries-New Opportunity	44	100%	$4,000.00
5/20/2011	Duke Industries	Sam McCord	Duke Industries-New Opportunity	44	100%	$12,000.00
5/20/2011	Freemont Corp	Dylan Nguyen	New Opportunity	44	100%	$4,000.00
5/20/2011	Freemont Corp	Dylan Nguyen	Freemont Corp-Home Office	44	100%	$12,000.00
5/20/2011	Golf Greens Extraordinaire	Carl Spackler	New Opportunity	44	100%	$4,000.00