

SMC GENERATED COMPUTER REPORTS

Using the various tools available and supported by the company, the primary goal in each Daniel's store location is to do the most possible business.

In an effort to provide our managers with as broad as possible of an understanding of the business being conducted in their stores, there are a number of SMC generated computer reports periodically provided to Daniel's managers (including some for associate reference also).

These reports are intended to show managers where their store is doing well and in which areas their store is deficient. By providing this detailed information, the hope is that managers will gain an understanding of which areas should be focused on with their associates. By working on and improving deficient areas, store managers should more successfully be able to increase business in their stores.

The better a store manager understands these reports, the better they are able to attack problem areas in their stores, and the better they are able to maintain successful areas.

SMC REPORT ABBREVIATIONS

ACCTS	=	Accounts
APPS	=	Applications
AVG	=	Average
CHG	=	Change or Charge depending on report
DIA	=	Diamond
DIFF	=	Difference
D	=	Down
G	=	Goal/Gold
INSTR	=	In Store
LY/LST YR	=	Last Year
MO	=	Month
MTD	=	Month-To-Date
PCT/%	=	Percentage
PMTS	=	Payments
Q	=	Quota
QTY/QTA	=	Quantity
RK/RNK	=	Rank
RL12/R12	=	Rolling 12 (last 12 months)
STR	=	Store Number
STR	=	Store Name (location)
SUPV/DM	=	District Manager/Regional Manager
TEND AMOUNT	=	Amount Tendered
TOT	=	Total
TY/THS YR	=	This year
VOL	=	Volume
WLKIN	=	Walk In
W/PMT	=	With Payment
YTD	=	Year-to-date
YYMM	=	Year & Month (<i>i.e. 1202 = February 2012</i>)

DAILY TOTAL SALES ANALYSIS REPORT

("VOLUME" REPORT)

The "Volume" report shows a comparison of the stores' daily volume and diamond volume against the same date last year, as well as indicating ranking in the chain and a quota percentage update.

This report, faxed to each store daily by the Regional or District manager, is intended for review by the manager and all store associates.

RUN:03-14-06 09:41				Sherwood Management Co., Inc. (UV)																		D E F L T				PAGE 1				
TOTAL SALES ANALYSIS - DAILY (SA060/2) BY STORE WITH SUPERVISOR TOTAL SUMMARY (03-13-2006)																														
THIS YR LAST YR																														
DATES 13 MON 13 SUN																														
①				-----TOTAL SALES-----																		-----DIAMOND SALES-----								
-----DAILY-----				-----MONTH TO DATE-----																		-----DLY-----				-----MONTH TO DATE-----				
STORE	TY	DAY	LY	DAY	TY	MTD	RK	YTD	R12	CHG	MTD	%CHG	RK	TY	QTA	%Q	RK	LY	TY	DAY	TY	MTD	RK	CHG	MTD	%CHG	RK	%MTD	RK	%Q
②	③	④	⑤	⑥	⑦	⑧	⑨	⑩	⑪	⑫	⑬	⑭	⑮	⑯	⑰	⑱	⑲	⑳	㉑	㉒	㉓	㉔	㉕	㉖	㉗	㉘	㉙	㉚	㉛	㉜
	2595	1818	18969	40	30	32	-2864	-13.1	36	70000	27	35	40	1200	9304	43	-5935	-38.9	41	49.0	43	22								
	4970	684	25346	32	34	36	-577	-2.2	27	77000	33	30	39	4250	15165	31	-290	-1.9	25	59.8	35	33								
	6184	789	41083	11	31	25	13705	50.1	8	75000	55	6	39	5430	28403	11	9835	53.0	9	69.1	17	63								
	4550	1685	35675	15	6	9	-2166	-5.7	29	105000	34	27	42	4000	23473	16	1254	5.6	21	65.8	23	37								
	11623	2300	47902	6	4	1	-11220	-19.0	39	165000	29	34	43	3240	24766	15	-23418	-48.6	43	51.7	40	25								
	5984	2977	65250	2	8	10	21187	48.1	9	125000	52	7	41	5250	50041	1	16719	50.2	10	76.7	5	67								
	1353	3226	18488	41	35	43	1973	11.9	17	49000	38	20	48	500	13159	34	3871	41.7	11	71.2	13	45								
	1300	820	20362	37	21	31	5743	39.3	10	60000	34	28	37	0	12646	37	5080	67.1	7	62.1	30	35								
	1746	2103	47262	7	9	11	9658	25.7	12	109000	43	11	43	1650	32523	7	8048	32.9	13	68.8	18	50								
	1449	2094	36223	14	18	24	18766	107.5	1	58000	62	2	40	0	26425	13	14631	124.1	3	72.9	10	76								
	543	3342	27598	26	16	18	-5136	-15.7	38	92000	30	33	42	0	17090	26	-10861	-38.9	40	61.9	32	31								
	2580	1095	29789	23	43	38	5663	23.5	14	79000	38	21	34	290	12504	38	-3712	-22.9	29	42.0	46	26								
	705	3384	39038	12	10	6	-20761	-34.7	43	159000	25	43	42	660	20590	19	-23972	-53.8	46	52.7	39	22								
	12830	1912	44776	9	23	15	-6870	-13.3	37	95000	47	8	63	10574	35865	6	-11035	-23.5	32	80.1	3	63								
	1670	1106	46186	8	11	8	10608	29.8	11	110000	42	14	40	770	30949	9	7282	30.8	14	67.0	22	47								
	680	580	36525	13	38	40	18069	97.9	2	50000	73	1	48	300	28792	10	16748	139.1	2	78.8	4	96								
	3251	2856	60369	3	1	2	971	1.6	23	149000	41	17	44	2940	42159	3	2331	5.9	20	69.8	15	47								
	7300	946	27877	25	28	28	1211	4.5	21	69000	40	18	50	7300	23265	17	9235	65.8	8	83.5	1	56								
	4881	3446	58794	4	5	3	2055	3.6	22	169000	35	26	38	780	39876	4	2126	5.6	22	67.8	20	39								
	2372	210	25558	31	26	33	-1686	-6.2	30	71000	36	24	46	500	16634	28	-5988	-26.5	37	65.1	25	39								
	3622	763	33466	17	25	30	-3096	-8.5	35	79000	42	13	56	2540	21394	18	-7197	-25.2	34	63.9	27	45								
	1015	1082	26711	28	14	13	1800	7.2	19	109000	25	44	25	700	18016	25	1351	8.1	18	67.4	21	28								
	794	3455	20931	34	27	26	-12657	-37.7	45	80000	26	38	46	0	12950	35	-10548	-44.9	42	61.9	33	27								
	1157	702	19334	39	45	42	1201	6.6	20	55000	35	25	45	1026	8252	45	-2685	-24.6	33	42.7	45	25								
	2135	882	72455	1	3	4	25311	53.7	5	119000	61	4	44	1275	45851	2	9842	27.3	16	63.3	29	64								
	2439	299	20536	36	33	39	-1532	-6.9	31	55000	37	22	49	2034	7404	46	-2665	-26.5	36	36.1	47	22								

1. Date & day of the week versus the date and day of the week last year.
2. Store number & location.
3. Daily volume this year (for date indicated at top of report).
4. Daily volume same date last year.
5. This year month-to-date volume.
6. Ranking in chain with regard to month-to-date volume.
7. Year-to-date volume ranking through last full calendar month.
8. Rolling 12 volume ranking (i.e. Mar.'06 report covers the R12 ranking Mar.'05 – Feb. 2006).
9. Month-to-date total dollars ahead or behind last year.
10. Month-to-date percentage ahead or behind last year.
11. Ranking in chain with regard to percent ahead or behind last year.
12. This year monthly quota expectation.
13. Percentage of monthly quota in.
14. Ranking in chain with regard to percentage of monthly quota in.
15. Last year percentage of monthly volume the store had achieved as of this date the same month of last year.
16. Daily diamond volume this year (for date indicated at top of report).
17. This year month-to-date diamond volume.
18. Ranking in chain with regard to total month-to-date diamond volume.
19. Month-to-date total diamond volume dollars ahead or behind last year.
20. Month-to-date diamond volume percentage ahead or behind last year.
21. Ranking in chain with regard to percent diamond volume ahead or behind last year.
22. Percentage of total monthly volume done in diamond sales.
23. Ranking in chain with regard to percentage of monthly volume done in diamond sales.
24. Percentage of monthly diamond quota in.

CUSTOMER STATISTICS

The Customer Statistics report indicates number of walk in payments done in each store.

This report is given to managers periodically by their Regional or District manager.

RUN:03-14-06 14:32		Sherwood Management Co., Inc. (UV)										D E F L T PAGE 1									
		CUSTOMER STATISTICS (ST101/1) BY DISTRICT, BY STORE (03-14-2006)																			
		SALES DATE (MM-DD-YY) FROM 03-01-06 TO 03-13-06																			
SUPV	STR	TOTAL...	WLKIN...	WLKIN...	ADDON...	NET...	NEW...	NEW...	NEW...	REOPN...	ADDON...	ADDON...	JE/JA...								
NAME	ID	STR	INSTR...	PMTS...	PCT...	PCT...	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT	W/FMT
(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)	(23)
(24)	(25)	(26)	(27)	(28)	(29)	(30)	(31)	(32)	(33)	(34)	(35)	(36)	(37)	(38)	(39)	(40)	(41)	(42)	(43)	(44)	(45)
317	9	255	9	80.44	21	20	7.84	7	30	20	93.02	\$404	36	\$636	12	\$191	36	\$363	21	14	34
317	10	258	8	81.39	17	12	4.65	26	21	1	100.00	\$320	43	\$327	35	\$505	9	\$311	26	39	3
263	14	207	15	78.71	27	11	5.31	21	13	-2	91.67	\$445	33	\$451	30	\$274	23	\$443	11	22	22
607	1	479	1	78.91	25	22	4.59	27	35	-12	94.34	\$547	19	\$498	26	\$204	33	\$349	22	10	41
481	3	353	5	73.39	41	16	4.53	29	35	-4	89.80	\$368	39	\$365	33	\$241	27	\$316	25	27	17
548	2	432	2	78.83	26	15	3.47	39	41	20	92.06	\$591	14	\$462	27	\$256	26	\$405	13	28	15
137	38	112	36	81.75	15	5	4.46	31	11	-1	92.86	\$409	35	\$570	17	\$339	17	\$152	41	9	44
262	15	206	16	78.63	28	5	2.43	42	12	-13	94.12	\$698	9	\$306	36	\$267	24	\$591	5	17	31
344	6	264	7	76.74	36	17	6.44	12	29	-4	97.14	\$417	34	\$233	40	\$401	11	\$215	36	15	33
235	19	171	26	72.77	42	9	5.26	22	5	-10	93.33	\$535	21	\$460	28	\$170	38	\$700	3	12	39
82	45	67	45	81.71	16	3	4.48	30	8	0	87.50	\$465	31	\$0	46	\$50	45	\$177	38	6	46
37	47	26	47	70.27	46	0	0.00	47	8	7	100.00	\$824	5	\$0	47	\$0	47	\$0	47	3	47
3,630		2,830		77.96		135	4.77		248	2	93.59	\$479		\$447		\$263		\$362		202	
237	18	197	17	83.12	12	9	4.57	28	18	2	71.43	\$665	11	\$1,076	3	\$388	12	\$127	44	16	32
460	5	355	4	77.17	33	21	5.92	14	21	-4	82.35	\$640	12	\$545	19	\$203	34	\$264	30	34	8
288	11	223	12	77.43	32	8	3.59	38	25	-4	76.47	\$1,021	3	\$1,039	5	\$650	5	\$464	8	40	2
133	39	102	39	76.69	37	6	5.88	16	10	0	83.33	\$483	29	\$1,088	2	\$224	29	\$251	31	13	37
283	8	253	10	78.95	24	15	5.88	15	29	9	90.00	\$516	23	\$508	24	\$211	32	\$463	9	19	25
174	34	125	34	71.84	45	12	9.60	2	15	5	86.96	\$303	45	\$800	7	\$342	16	\$324	23	18	28
118	43	85	44	72.03	44	6	7.06	9	14	-3	94.12	\$502	24	\$300	37	\$292	21	\$375	17	14	35
466	4	410	3	87.98	2	22	5.37	20	40	12	64.29	\$502	25	\$636	13	\$357	15	\$372	20	43	1
265	13	215	14	81.13	18	7	3.26	40	20	-5	79.31	\$639	13	\$537	20	\$227	28	\$150	42	20	24
330	7	286	6	86.67	4	12	4.20	34	29	3	87.88	\$490	27	\$570	18	\$217	31	\$397	15	32	12
259	16	225	11	86.87	3	3	1.33	45	14	3	72.73	\$286	46	\$431	32	\$184	37	\$110	45	9	43
77	46	61	46	79.22	22	4	6.56	11	10	3	72.73	\$468	30	\$170	44	\$0	46	\$571	6	7	45
3,130		2,539		81.12		125	4.92		245	21	79.22	\$563		\$668		\$301		\$333		265	
227	22	195	20	85.90	5	16	8.21	4	9	-12	43.75	\$355	41	\$513	22	\$159	39	\$205	37	27	16
184	31	152	32	82.61	14	13	8.55	3	11	-5	86.67	\$400	37	\$459	29	\$87	43	\$166	39	29	14
219	24	162	29	73.97	39	10	6.17	13	12	-4	100.00	\$1,030	2	\$1,060	4	\$553	8	\$445	10	39	5
222	23	186	21	83.78	9	10	5.38	19	18	3	77.78	\$463	32	\$506	25	\$218	30	\$323	24	23	21
208	28	178	23	85.58	7	7	3.93	37	16	-5	95.24	\$578	15	\$90	45	\$125	41	\$404	14	25	19
215	27	170	27	79.07	23	4	2.35	43	20	1	88.00	\$550	18	\$190	42	\$328	18	\$234	33	35	7
173	35	125	35	72.25	43	5	4.00	36	7	1	84.62	\$875	4	\$248	38	\$197	35	\$239	32	18	30

- 1) Date range covered on report (i.e. March 1 through March 13 of 2006).
- 2) Regional or District Manager initials (Supervisor's name).
- 3) Store Number.
- 4) Store Name.
- 5) Total number of payments received (including Batch Mail).
- 6) Ranking in chain based on total payments received.
- 7) Total number of walk-in payments received.
- 8) Ranking in chain based on total walk-in payments received.
- 9) Percentage of total payments that were walked in the store
- 10) Ranking for percentage of walk in payments.
- 11) Number of add-on purchases that happened on the same day of walk-in payment.
- 12) Percentage of add-on purchases with same day walk in payment (working the counter %).
- 13) Ranking in chain based on working the counter percentage.
- 14) Total number of new accounts opened during date range of report.
- 15) Net number of accounts gained or lost during date range of report.
- 16) Percentage of new or re-open accounts with insurance.
- 17) Total average sale on new accounts opened during dates shown.
- 18) Ranking in chain based on total average sale on new accounts.
- 19) Total average sale on re-open accounts.
- 20) Ranking in chain based on total average sale on re-open accounts.
- 21) Total average sale for add-ons to accounts.
- 22) Ranking of total average sale for add-ons to accounts.
- 23) Total average sale for add-ons where customer made payment & purchase during dates shown.
- 24) Ranking in chain based on average sale for add-ons where customer made payment & purchase during dates shown.
- 25) Total number of Jewelry Accent (JA) payments received.
- 26) Ranking in chain based on total Jewelry Accent (JA) payments received.

INSURANCE STATISTICS REPORT

The Insurance Statistics report indicates customer insurance statistics by store.

This report is given to managers periodically by their district manager.

RUN:01-22-07 20:28

Sherwood Management Co., Inc. (UV)

D E F L T

PAGE

1

CUSTOMER INSURANCE STATISTICS (SA056/1) THROUGH ENTERED DATE (03-31-2006) - V.1 - BY INSURANCE PERCENT (BY DISTRICT)

SUPV		NOT..		PCT... ①		R12 CHARGES.		R12 SALES...	
STR*YMM NAME STR STORE NAME.....		ON...		WITH..		THROUGH.....		THROUGH.....	
②	③	④	⑤	⑥	⑦	⑧	⑨	⑩	⑪
					GOLD...	SILVER	BRONZE	FILE	NO INS
					⑦	⑧	⑨	⑩	⑪
					498	0	13		64
					611	1	45		101
					569	4	58		105
					500	2	21		98
					486	25	11		149
					394	0	11		129
					463	1	6		153
					283	1	11		106
					614	0	38		264
					413	0	18		227
					336	0	32		294
					5167	34	264	0	1690
					116	0	5	3	97.58
					722	78	56	42	95.32
					915	4	19	68	93.24
					889	0	18	69	92.93
					214	0	1	19	91.88
					1346	2	74	127	91.80
					1088	27	25	108	91.35
					707	8	21	70	91.32
					852	36	107	104	90.54
					582	7	22	75	89.07
					1428	3	12	199	87.88
					323	59	16	59	87.09
					216	36	10	58	81.88
					490	0	24	148	77.64
					9888	260	410	0	1149
									90.19
									11707
									\$10,021,868
									\$17,137,260

- 1) Month and year covered on report (i.e. March 31, 2006, etc.).
- 2) Store #
- 3) Month and year covered on report.
- 4) District Manager name.
- 5) Store #
- 6) Store name (locations).
- 7) Total number of accounts in store covered by Gold plan insurance.
- 8) Total number of accounts in store covered by Silver plan insurance.
- 9) Total number of accounts in store covered by Bronze plan insurance.
- 10) Total number of accounts in store with unknown insurance status.
- 11) Total number of accounts in store with no insurance coverage.
- 12) Percentage of accounts in store with insurance coverage.
- 13) Ranking in chain based on percentage of accounts in store with insurance coverage.
- 14) Total number of accounts in store.
- 15) Ranking in chain based on total number of accounts in store.
- 16) Total Daniel's charge volume done in the last twelve months ("rolling 12").
- 17) Ranking in chain based on total Daniel's charge volume done in the last twelve months.
- 18) Total volume done in the last twelve months ("rolling 12").
- 19) Ranking in chain based on total volume done during the last calendar year.

DIAMOND & FINE JEWELRY REGISTRY

SALES REPORT

("REGISTRY" REPORT)

The Diamond and Fine Jewelry Registry Sales Report indicates Registry volume by store.

This report is given to managers periodically by their district manager.

RUN:01-22-07 20:28				Sherwood Management Co., Inc. (UV)												D E F L T		PAGE
REGISTRY PERFORMANCE (SA055/1) THROUGH ENTERED DATE (03-31-2006) - V.1 - BY PERCENT OF SALES (BY DISTRICT)																		
SUPV	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TM...	AVG...	YTD...	ROLLING...	R12...	PCT OF	PCT OF	YTD...	PCT OF	12 MONTH...	PCT OF		
NAME	STR	SALES	RANK	RGSTRY	RANK	SALES	RANK	AMT	SALES	RANK	AMT	SALES	RANK	AMT	SALES	RANK	AMT	
(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	
62,624	26	42	41	5,105	16	8.15%	4	\$121.55	1	214,139	31	7.78%	5	920,167	34	6.57%	11	
76,364	20	98	14	4,938	19	6.47%	26	\$50.39	32	278,740	16	5.95%	27	1,264,900	18	5.32%	29	
89,604	14	94	15	4,379	23	4.89%	39	\$46.58	39	407,454	5	5.85%	29	1,767,905	8	5.48%	25	
58,070	30	58	29	4,045	26	6.97%	16	\$69.74	14	221,713	29	6.14%	25	1,009,573	27	6.31%	17	
59,987	28	48	37	3,884	27	6.47%	25	\$80.92	3	274,271	18	4.44%	42	1,277,772	17	4.97%	35	
80,907	17	70	24	3,656	28	4.52%	41	\$52.23	30	257,987	22	5.29%	37	994,939	28	4.93%	37	
56,923	32	44	39	3,321	32	5.83%	32	\$75.48	6	236,420	26	6.21%	23	1,101,867	24	5.42%	27	
41,252	44	71	22	3,045	36	7.38%	13	\$42.89	42	221,888	28	7.23%	13	957,771	31	7.05%	6	
53,896	34	66	26	2,810	38	5.21%	38	\$42.58	43	210,025	32	5.37%	36	943,414	33	5.18%	31	
54,034	33	46	38	2,431	41	4.50%	42	\$52.86	29	218,779	30	4.27%	44	1,029,866	26	4.44%	43	
59,622	29	32	44	2,395	42	4.02%	44	\$74.84	9	148,449	44	5.55%	33	648,871	44	4.17%	32	
693,283	307	669	329	40,009	328	5.77%	320	\$59.80	248	2,689,864	281	5.80%	314	11,917,046	290	5.51%	293	
119,918	6	178	4	9,693	2	8.08%	6	\$54.45	28	399,125	6	7.90%	4	1,791,496	7	6.92%	7	
122,854	5	181	3	9,344	4	7.61%	9	\$51.62	31	396,792	7	7.71%	6	1,874,021	5	6.90%	8	
92,345	13	121	12	8,757	6	9.48%	1	\$72.38	11	291,666	14	8.19%	3	1,159,336	22	7.33%	5	
127,842	3	177	5	8,371	7	6.55%	23	\$47.29	37	440,249	2	6.40%	20	1,929,199	4	6.34%	15	
118,830	7	190	2	7,826	9	6.59%	22	\$41.19	46	458,911	1	6.39%	21	2,188,401	2	5.59%	24	
93,942	11	158	7	7,648	10	8.14%	5	\$48.41	35	248,691	23	8.32%	2	1,083,066	25	7.66%	3	
81,056	16	149	9	6,274	12	7.74%	7	\$42.11	45	310,331	13	7.43%	9	1,392,499	13	8.66%	9	
77,355	19	72	21	5,756	13	7.44%	12	\$79.94	4	275,288	17	7.31%	12	1,173,634	21	6.34%	16	
72,009	23	77	17	4,454	22	6.18%	31	\$57.84	21	268,213	19	5.78%	30	1,302,371	16	5.27%	30	
46,720	39	52	33	3,525	30	7.55%	10	\$67.79	16	194,425	34	6.70%	18	829,411	39	5.79%	21	
49,635	38	51	35	2,781	39	5.60%	35	\$54.52	27	149,769	43	5.85%	28	702,138	42	4.79%	40	
34,096	45	53	32	2,250	43	6.60%	21	\$42.45	44	143,822	45	6.15%	24	765,003	41	5.67%	23	
50,475	37	29	46	2,182	44	4.32%	43	\$75.23	8	162,320	42	4.12%	45	626,391	45	3.86%	46	
45,720	41	30	45	1,406	46	3.08%	46	\$46.88	38	109,875	46	3.93%	46	320,293	46	4.47%	42	
1,132,799	303	1518	271	80,267	287	7.09%	271	\$52.88	391	3,849,477	312	6.87%	268	17,137,260	328	6.23%	289	

- 1) Month and year covered on report (i.e. March 31, 2006).
- 2) Regional or District manager name (Supervisor Name).
- 3) Store #
- 4) Total monthly volume achieved during month covered on report.
- 5) Ranking in chain based on total monthly volume achieved.
- 6) Total number of Diamond & Fine Jewelry Registries sold during month covered on report.
- 7) Ranking in chain based on total number of Registries sold.
- 8) Total dollars done in Diamond & Fine Jewelry Registries sold during month covered on report.
- 9) Ranking in chain based on total dollars done in Registry sales.
- 10) Registry percent of monthly store sales volume (column #8 ÷ column #4).
- 11) Ranking in chain based on Registry percent of monthly store sales volume.
- 12) Average price point of Registries sold during month covered on report.
- 13) Ranking in chain based on average price point of Registries sold.
- 14) Total year-to-date sales volume (i.e. January 1 through March 31, 2006).
- 15) Year-to-date sales volume ranking.
- 16) Percentage of registry sales year-to-date.
- 17) Ranking for registry sales year-to-date.
- 18) Total sales volume done in the last twelve months ("rolling 12").
- 19) Ranking of sales volume done in the last twelve months.
- 20) Percentage of registry sales ("rolling 12").
- 21) Ranking for registry sales ("rolling 12").

JEWELRY ACCENT STATISTICS REPORT

The Jewelry Express Statistics report tracks Jewelry Accent applications, approvals and actual volume done in each store. This report is given to managers periodically by their Regional or District manager.

Jewelry Accents Statistics													
Store #	Store Name	DAY			Month-to-Date			3 2006			Since		
		Total	Approved #/%	Final C/L	Total	Approved #/%	Final C/L	Total	Approved #/%	Final C/L	Total	Approved #/%	Final C/L
101-BE	101-BE	5	3 60.0%	\$5,500	20	4 20.0%	\$6,500	181	45 24.9%	\$95,500	181	45 24.9%	\$95,500
119-001	119-001	2	0 0.0%	\$0	24	6 25.0%	\$18,500	253	48 19.0%	\$113,100	253	48 19.0%	\$113,100
119-002	119-002	3	0 0.0%	\$0	41	3 7.3%	\$4,500	347	59 17.0%	\$119,900	347	59 17.0%	\$119,900
119-003	119-003	3	1 33.3%	\$3,500	31	5 16.1%	\$13,000	225	42 18.7%	\$74,400	225	42 18.7%	\$74,400
119-004	119-004	2	1 50.0%	\$3,500	31	5 16.1%	\$10,000	164	41 25.0%	\$113,650	164	41 25.0%	\$113,650
119-005	119-005	1	0 0.0%	\$0	40	7 17.5%	\$16,000	277	63 22.7%	\$187,800	277	63 22.7%	\$187,800
119-006	119-006	2	1 50.0%	\$500	20	2 10.0%	\$3,500	181	27 14.9%	\$63,500	181	27 14.9%	\$63,500
119-007	119-007	4	2 50.0%	\$3,300	26	8 30.8%	\$18,300	164	31 18.9%	\$78,300	164	31 18.9%	\$78,300
119-008	119-008	1	0 0.0%	\$0	29	3 10.3%	\$8,500	205	31 15.1%	\$71,300	205	31 15.1%	\$71,300
119-009	119-009	3	3 100.0%	\$6,200	40	13 32.5%	\$42,000	318	77 24.2%	\$183,200	318	77 24.2%	\$183,200
119-010	119-010	0	0 0.0%	\$0	25	4 16.0%	\$2,000	207	50 24.2%	\$112,700	207	50 24.2%	\$112,700
Total	Total	26	11 42.3%	\$22,500	327	60 18.3%	\$142,800	2,522	514 20.4%	\$1,213,350	2,522	514 20.4%	\$1,213,350
119-011	119-011	8	2 25.0%	\$3,500	64	8 12.5%	\$9,500	241	38 15.8%	\$67,000	241	38 15.8%	\$67,000
119-012	119-012	8	2 25.0%	\$7,500	53	8 15.1%	\$14,000	361	79 21.9%	\$192,900	361	79 21.9%	\$192,900
119-013	119-013	1	0 0.0%	\$0	39	7 17.9%	\$19,500	259	38 14.7%	\$78,000	259	38 14.7%	\$78,000
119-014	119-014	4	0 0.0%	\$0	48	5 10.4%	\$9,800	330	49 14.8%	\$92,700	330	49 14.8%	\$92,700
119-015	119-015	0	0 0.0%	\$0	23	4 17.4%	\$5,000	81	14 17.3%	\$23,000	81	14 17.3%	\$23,000
119-016	119-016	3	0 0.0%	\$0	59	8 13.6%	\$24,100	330	43 13.0%	\$77,600	330	43 13.0%	\$77,600
119-017	119-017	3	0 0.0%	\$0	28	3 10.7%	\$4,000	218	37 17.0%	\$75,000	218	37 17.0%	\$75,000
119-018	119-018	8	0 0.0%	\$0	63	10 15.9%	\$25,400	325	37 11.4%	\$74,500	325	37 11.4%	\$74,500
119-019	119-019	4	2 50.0%	\$4,000	23	8 34.8%	\$20,000	174	32 18.4%	\$88,000	174	32 18.4%	\$88,000
119-020	119-020	3	1 33.3%	\$500	15	6 40.0%	\$14,000	207	40 19.3%	\$72,000	207	40 19.3%	\$72,000
119-021	119-021	2	0 0.0%	\$0	40	7 17.5%	\$15,500	325	45 13.8%	\$106,300	325	45 13.8%	\$106,300
119-022	119-022	0	0 0.0%	\$0	12	2 16.7%	\$1,000	132	31 23.5%	\$73,200	132	31 23.5%	\$73,200
119-023	119-023	1	1 100.0%	\$1,500	14	6 42.9%	\$11,000	93	22 23.7%	\$52,400	93	22 23.7%	\$52,400
119-024	119-024	0	0 0.0%	\$0	9	4 44.4%	\$5,000	51	11 21.6%	\$23,000	51	11 21.6%	\$23,000
Total	Total	45	8 17.8%	\$17,000	490	86 17.6%	\$177,800	3,127	516 16.5%	\$1,095,600	3,127	516 16.5%	\$1,095,600
119-025	119-025	3	1 33.3%	\$500	43	6 14.0%	\$21,200	234	38 16.2%	\$98,200	234	38 16.2%	\$98,200
119-026	119-026	7	2 28.6%	\$6,500	72	13 18.1%	\$31,900	448	69 15.4%	\$145,400	448	69 15.4%	\$145,400
119-027	119-027	4	0 0.0%	\$0	65	12 18.5%	\$28,000	351	59 16.8%	\$149,800	351	59 16.8%	\$149,800
119-028	119-028	5	3 60.0%	\$7,000	32	8 25.0%	\$20,000	227	47 20.7%	\$98,400	227	47 20.7%	\$98,400
119-029	119-029	11	0 0.0%	\$0	73	7 9.6%	\$12,500	414	51 12.3%	\$94,500	414	51 12.3%	\$94,500
119-030	119-030	4	2 50.0%	\$1,000	36	6 16.7%	\$10,500	286	31 10.8%	\$88,800	286	31 10.8%	\$88,800
119-031	119-031	7	1 14.3%	\$500	30	9 30.0%	\$12,500	160	32 20.0%	\$63,500	160	32 20.0%	\$63,500
119-032	119-032	11	0 0.0%	\$0	90	8 8.9%	\$27,900	478	53 11.1%	\$120,800	478	53 11.1%	\$120,800
119-033	119-033	4	0 0.0%	\$0	51	6 11.8%	\$9,800	377	59 15.6%	\$123,900	377	59 15.6%	\$123,900
119-034	119-034	0	0 0.0%	\$0	43	7 16.3%	\$13,600	349	57 16.3%	\$125,600	349	57 16.3%	\$125,600
119-035	119-035	1	0 0.0%	\$0	27	4 14.8%	\$14,500	181	24 13.3%	\$58,000	181	24 13.3%	\$58,000
119-036	119-036	2	0 0.0%	\$0	27	3 11.1%	\$10,500	130	31 23.8%	\$76,000	130	31 23.8%	\$76,000
Total	Total	59	9 15.3%	\$15,500	589	89 15.1%	\$212,900	3,635	551 15.2%	\$1,242,900	3,635	551 15.2%	\$1,242,900

- 1) Dates covered on report (i.e. Day, month-to-date, year-to-date)
- 2) Store #. and location
- 3) Total number of JA application faxed to Central Credit for the day
- 4) Total number of approved JA applications for the day
- 5) Percentage of JA applications approved for the day
- 6) Total JA approved limits for the day
- 7) Total number of JA application faxed to Central Credit month-to-date
- 8) Total number of approved JA application month-to-date
- 9) Percentage of JA application approved month-to-date.
- 10) Total JA approved limits month-to-date
- 11) Total number of JA application faxed to Central Credit (i.e. January 1 through March 13)
- 12) Total number of approved JA application year-to-date (i.e. January 1 through March 13)
- 13) Percentage of JA application approved year-to-date (i.e. January 1 through March 13)
- 14) Total JA approved limits year-to-date (i.e. January 1 through March 13)

LAYAWAY REPORT

The Layaway report tracks the number of Purchase Commitments (layaways) currently existing in each store. Managers should compare the totals indicated on this report with actual Purchase Commitments in store. Discrepancies must be researched right away.

This report is given to managers periodically by their Regional or District manager.

RUN:01-22-07 20:32				Sherwood Management Co., Inc. (UV)										D E F L T		PAGE			
1																			
AVERAGE BALANCES AND PAYMENTS (SA052/1) THROUGH ENTERED DATE (03-31-2006) - V.4 LAYAWAY BALANCES (BY DISTRICT)																			
SUPV				# LAY \$ LAY...		D/S		D/S....		# LAY		\$ LAY...		# LAY		\$ LAY...		LAY.....	
NAME YMM STR STORE NAME.....				0+1...		0+1....		D/S 2		D/S 2...		D/S 3		D/S 3...		4+5...		D/S 4+5	
				5		6		7		8		9		10		11		12	
				13		14		15		16		17		18		19		20	
11				\$497		5	\$90		0	\$0		6	\$57		22	\$644	\$29.27	\$1,611.00	
13				\$1,106		2	\$6		1	\$5		7	\$139		23	\$1,256	\$54.61	\$695.00	
16				\$1,254		3	\$65		6	\$503		5	\$90		30	\$1,912	\$63.73	\$830.00	
14				\$4,427		3	\$140		0	\$0		3	\$71		20	\$4,638	\$231.90	\$1,107.00	
18				\$2,111		1	\$5		1	\$50		4	\$217		24	\$2,383	\$99.29	\$728.00	
24				\$4,748		9	\$639		2	\$21		5	\$672		40	\$6,080	\$152.00	\$1,609.00	
27				\$1,651		0	\$0		0	\$0		4	\$187		31	\$1,838	\$59.29	\$908.00	
6				\$426		2	\$92		0	\$0		12	\$246		20	\$764	\$38.20	\$769.00	
34				\$4,628		11	\$842		1	\$1		35	\$595		81	\$6,066	\$74.89	\$2,321.00	
39				\$2,723		5	\$316		2	\$15		4	\$103		50	\$3,157	\$63.14	\$1,633.00	
27				\$4,570		6	\$355		0	\$0		2	\$201		35	\$5,126	\$146.46	\$986.00	
229				\$28,141		47	\$2,550		13	\$595		87	\$2,578		376	\$33,864	\$90.06	\$13,197.00	
17				\$2,412		3	\$116		0	\$0		0	\$0		20	\$2,528	\$126.40	\$890.00	
23				\$1,304		4	\$215		1	\$40		0	\$0		28	\$1,559	\$55.68	\$800.00	
12				\$2,119		1	\$5		0	\$0		1	\$40		14	\$2,164	\$154.57	\$553.00	
24				\$3,492		3	\$840		0	\$0		1	\$50		28	\$4,382	\$156.50	\$1,421.00	
7				\$908		1	\$100		0	\$0		1	\$108		9	\$1,116	\$124.00	\$735.00	
12				\$3,212		1	\$50		0	\$0		0	\$0		13	\$3,262	\$250.92	\$996.00	
13				\$1,181		3	\$240		0	\$0		10	\$245		26	\$1,666	\$64.08	\$764.00	
26				\$4,678		4	\$284		0	\$0		0	\$0		30	\$4,962	\$165.40	\$1,023.00	
4				\$540		0	\$0		0	\$0		0	\$0		4	\$540	\$135.00	\$112.00	
16				\$2,188		2	\$179		0	\$0		0	\$0		18	\$2,367	\$131.50	\$522.00	
10				\$1,915		3	\$270		0	\$0		1	\$29		14	\$2,214	\$158.14	\$949.00	
16				\$3,590		3	\$80		0	\$0		2	\$334		21	\$4,004	\$190.67	\$585.00	
4				\$737		3	\$266		0	\$0		1	\$70		8	\$1,073	\$134.12	\$374.00	
2				\$789		0	\$0		1	\$140		0	\$0		3	\$929	\$309.66	\$87.00	
186				\$29,065		31	\$2,645		2	\$180		17	\$876		236	\$32,766	\$138.84	\$9,811.00	

- 1) Month and year covered on report (i.e. March 31, 2006).
- 2) Regional or District manager name.
- 3) Month and year covered on report
- 4) Store# and location.
- 5) Total number of DS 1 layaways existing in store.
- 6) Total dollars paid in on all DS 1 layaways existing in store.
- 7) Total number of DS 2 layaways existing in store.
- 8) Total dollars paid in on all DS 2 layaways existing in store.
- 9) Total number of DS 3 layaways existing in store.
- 10) Total dollars paid in on all DS 3 layaways existing in store.
- 11) Total number of DS 4 & DS 5 layaways existing in store.
- 12) Total dollars paid in on all DS4 & DS 5 layaways existing in store.
- 13) Total number of all layaways existing in store.
- 14) Total dollars paid in on all layaways existing in store.
- 15) Average remaining balance of each layaway existing in store.
- 16) Total monthly layaway payments due in store.

AVERAGE TERMS REPORT

The Average Terms Report lets each store see how long their average account will take to pay off. The company goal is to have this average under six months.

This report is given to managers periodically by their Regional or District manager.

RUN:01-22-07 20:32		Sherwood Management Co., Inc. (UV)				D E F L T PAGE		
AVERAGE BALANCES AND PAYMENTS (SA052/1) THROUGH ENTERED DATE (03-31-2006) - V.1 - AVERAGE BALANCE AND SCHD PYMTS (BY DISTRICT)								
SUPV NAME	YMM	STORE NAME	NO. OF A/C	A/R BAL.	SCHED. PAYMENTS	AVE BAL.	AVE... PYMTS.	AVE... TERMS.
①	②	③	④	⑤	⑥	⑦	⑧	⑨
			658	\$348,378.86	\$51,338.00	\$529.45	\$78.02	6.79
			621	\$305,940.76	\$46,046.00	\$492.66	\$74.15	6.64
			736	\$458,088.84	\$64,173.00	\$622.40	\$87.19	7.14
			671	\$328,512.38	\$48,343.00	\$489.59	\$72.05	6.80
			575	\$254,497.80	\$35,858.00	\$442.60	\$62.36	7.10
			758	\$395,157.76	\$55,418.00	\$521.32	\$73.11	7.13
			534	\$296,019.48	\$46,634.00	\$554.34	\$87.33	6.35
			401	\$176,086.35	\$29,721.00	\$439.12	\$74.12	5.92
			662	\$371,643.67	\$51,590.00	\$561.40	\$77.93	7.20
			916	\$461,587.69	\$69,260.00	\$503.92	\$75.61	6.66
			623	\$282,833.77	\$46,399.00	\$453.99	\$74.48	6.10
			7155	\$3,678,747.36	\$544,780.00	\$514.15	\$76.14	6.75
			1099	\$491,012.36	\$70,005.00	\$446.78	\$63.70	7.01
			976	\$568,287.40	\$79,891.00	\$582.26	\$81.86	7.11
			806	\$362,933.97	\$61,022.00	\$450.29	\$75.71	5.95
			1549	\$575,124.56	\$93,165.00	\$371.29	\$60.15	6.17
			320	\$164,253.37	\$22,593.00	\$513.29	\$70.60	7.27
			1248	\$537,640.46	\$78,692.00	\$430.80	\$63.05	6.83
			662	\$355,593.44	\$46,779.00	\$537.15	\$70.66	7.60
			1642	\$642,108.16	\$99,010.00	\$391.05	\$60.30	6.49
			457	\$176,599.75	\$27,583.00	\$386.43	\$60.36	6.40
			898	\$341,979.32	\$54,149.00	\$380.82	\$60.30	6.32
			1006	\$414,191.68	\$62,455.00	\$411.72	\$62.08	6.63
			686	\$315,709.04	\$47,144.00	\$460.22	\$68.72	6.70
			234	\$81,906.10	\$14,836.00	\$350.03	\$63.40	5.52
			124	\$48,708.41	\$7,191.00	\$392.81	\$57.99	6.77
			11707	\$5,076,048.02	\$764,515.00	\$433.59	\$65.30	6.64
			674	\$293,294.61	\$45,538.00	\$435.16	\$67.56	6.44
			1460	\$811,731.37	\$118,181.00	\$555.98	\$80.95	6.87
			907	\$501,316.05	\$75,160.00	\$552.72	\$82.87	6.67
			409	\$203,578.76	\$30,472.00	\$497.75	\$74.50	6.68
			1124	\$585,449.34	\$86,498.00	\$520.86	\$76.96	6.77
			718	\$355,398.89	\$54,321.00	\$494.98	\$75.66	6.54
			414	\$190,867.03	\$28,311.00	\$461.03	\$68.38	6.74
			1484	\$823,587.63	\$117,850.00	\$554.98	\$79.41	6.99
			731	\$290,753.93	\$44,744.00	\$397.75	\$61.21	6.50
			1047	\$484,834.60	\$72,592.00	\$463.07	\$69.33	6.68
			639	\$304,965.38	\$43,650.00	\$477.25	\$68.31	6.99
			266	\$126,620.15	\$19,318.00	\$476.02	\$72.62	6.55
			9873	\$4,972,397.74	\$736,635.00	\$503.64	\$74.61	6.75
			531	\$354,132.30	\$48,465.00	\$666.92	\$91.27	7.31
			885	\$525,207.32	\$76,933.00	\$593.45	\$86.93	6.83
			366	\$323,449.26	\$39,816.00	\$883.74	\$108.7	8.12
								9

- 1) Regional or District manager name
- 2) Month and year covered on report (i.e. March 31, 2006).
- 2) Store location
- 3) Total number Daniel's accounts charged to store
- 4) Account Receivable balance (total balance owed on all accounts charged to store)
- 5) Total monthly scheduled account payments due in store
- 6) Average account balance amount
- 7) Average payment terms for accounts charged to store
- 8) Average terms for accounts charged to store.

LABOR MANAGEMENT REPORT

The Labor Management Report tracks stores' payroll budget and actual hours worked.

This report is given to managers periodically by their Regional or District manager.

RUN:01-22-07 21:06		Sherwood Management Co., Inc. (UV)															D E F I T		PAGE
LABOR MANAGEMENT REPORT (GP808/2) BY DISTRICT (01-22-2007)																			
CURRENT PAY PERIOD RUNS FROM 03-06-2006 UNTIL 03-19-2006 - PAY DATE IS 03-22-2006 ①																			
PERIOD TO DATE PAY PERIODS RUN FROM 12-26-2005 UNTIL 03-19-2006 - PAY DATES START AT 01-11-2006 ②																			
CURRENT PAY PERIOD																			
PERIOD TO DATE PAY PERIOD																			
GROSS ALLOW VAR PREM SALARY STAFF																			
DM	STR	VOLUME	RK	HOURS	SL\$/HR	RK	HOURS	SL\$/HR	RK	VAR	VAR %	RK	PREM	PREM %	RK	SALARY	SALARY %	RK	STAFF
3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22
9112	47	367	24.84	46	454	20.06	47	87	19.21	4	8.02	32	2.83	46	8.75	16	131309	46	493
		9112	5	367	24.84	5	454	20.06	5	87	19.21	1	8.02	5	2.83	5	8.75	1	131309
		44565	13	514	86.67	9	541	82.45	12	26	4.87	20	9.03	36	8.02	8	8.89	20	236655
		55565	8	594	93.54	6	620	89.62	7	26	4.19	23	2.00	2	8.18	6	9.54	34	372591
		46752	11	449	104.18	4	488	95.73	5	40	8.11	15	3.22	7	9.53	3	8.80	17	284268
		63182	3	439	144.00	1	590	107.04	2	152	25.66	3	3.61	8	10.10	2	10.66	45	443641
		25058	34	444	56.48	33	459	54.59	32	15	3.34	24	4.12	10	5.57	28	8.50	6	145276
		67568	2	507	133.33	2	615	109.86	1	108	17.60	5	7.13	29	12.18	1	8.62	12	428547
		22818	35	448	50.99	34	431	52.94	33	-17	-3.82	40	4.31	11	4.64	34	9.17	27	203134
		61757	4	568	108.72	3	636	97.06	4	68	10.72	10	6.21	25	7.92	9	11.23	47	376017
		13874	45	333	41.63	40	469	29.55	45	136	28.99	1	10.71	41	4.24	38	8.34	3	150480
		40786	18	488	83.59	11	496	82.23	13	8	1.62	33	10.81	42	8.23	5	8.17	2	259469
		32975	24	500	65.91	26	516	63.93	24	16	3.00	28	3.08	6	6.02	25	8.81	18	286803
		31773	25	496	64.05	27	518	61.28	26	22	4.33	22	4.36	12	5.29	30	9.35	31	254790
		20371	40	407	50.09	35	455	44.78	36	48	10.60	11	3.85	9	4.61	35	8.55	8	146205
		19980	41	425	47.05	37	459	43.56	38	34	7.41	16	2.56	4	4.48	37	8.46	5	101068
		547024	1	6610	82.75	1	7293	75.00	1	683	9.36	2	5.21	1	7.31	1	9.14	3	3688943
		33569	22	481	69.73	22	452	74.22	18	-29	-6.44	42	14.34	47	8.13	7	8.56	9	195588
		58499	7	704	83.06	13	720	81.21	15	16	2.22	31	3.06	5	7.22	15	9.33	30	406140
		60526	5	603	100.01	5	583	103.79	3	-22	-3.77	39	9.52	39	8.42	4	8.55	7	387567
		18532	42	497	37.27	43	453	40.88	40	-44	-9.68	44	6.15	24	3.69	41	7.86	1	176638
		40798	17	639	63.84	28	620	65.80	22	-19	-3.06	38	4.79	18	5.92	26	9.05	23	366400
		28837	29	502	57.42	32	596	48.40	34	94	15.71	7	10.90	44	5.23	31	8.94	21	275687
		28374	30	491	57.81	31	476	59.57	28	-14	-3.04	37	5.23	19	5.46	29	8.89	19	198310
		68987	1	909	75.90	18	826	83.49	11	-83	-10.00	45	12.20	46	7.56	12	8.98	10	404193
		27010	31	397	68.12	23	471	57.37	31	74	15.77	6	7.74	30	6.81	19	8.63	13	219464
		38049	20	533	71.35	20	559	68.06	21	26	4.60	21	4.54	13	6.48	21	8.69	14	300723
		21045	39	515	40.86	41	532	39.55	41	17	3.19	26	9.11	37	4.48	36	9.10	26	201339
		29513	28	367	80.52	14	498	59.26	29	132	26.40	2	4.63	15	6.86	18	9.10	25	190813
		453740	2	6640	68.33	3	6787	66.85	3	147	2.16	4	7.78	4	6.48	2	8.78	2	3322860

- 1) Current pay period dates.
- 2) Total year-to-date pay period date range.
- 3) Regional or District manager initials.
- 4) Store number.
- 5) Total volume achieved during pay period covered on report.
- 6) Ranking in chain based on volume achieved.
- 7) Total payroll hours actually worked during this pay period.
- 8) Actual sales per payroll hour store achieved during this pay period.
- 9) Ranking in chain based on total sales per payroll hour.
- 10) Allowed payroll hours during this pay period.
- 11) Sales per hour store would have achieved if worked allowed hours only.
- 12) Ranking in chain based on sales per hour store would have achieved if worked allowed hours only.
- 13) Number of payroll hours actually worked over (negative numbers) or under (positive numbers) allowed hours.
- 14) Percentage over (negative numbers) or under (positive numbers) allowed hours.
- 15) Ranking in chain based on percentage over or under allowed hours.
- 16) Percentage of store's total payroll hours used for over-time or double-time.
- 17) Rank in chain based on percentage of store's total payroll hours used for over-time or double-time.
- 18) Salary multiple indicates the number of times greater the store volume was than the total salaries paid to store associates and manager were.
- 19) Ranking in chain based on salary multiple.
- 20) Average hourly rate of store staff (excluding manager).
- 21) Ranking in chain based on average hourly rate of store staff.
- 22) Total year-to-date (by pay period) volume achieved.
- 23) Ranking in chain based on total year-to-date (by pay period) volume achieved.
- 24) Total year-to-date (by pay period) number of payroll hours actually worked over (negative numbers) or under (positive numbers) allowed hours.
- 25) Percentage over (negative numbers) or under (positive numbers) year-to-date (by pay period) allowed hours.
- 26) Year-to-date (by pay period) ranking in chain based on percentage over or under allowed hours.
- 27) Year-to-date (by pay period) salary multiple.
- 28) Ranking in chain based on year-to-date (by pay period) salary multiple.

TOTAL SALES ANALYSIS DETAIL REPORT

The Total Sales Analysis Detail Report indicates day-to-day volume numbers for a particular month for the previous two years.

This report is given to managers at the beginning of each month. The numbers indicated on this report are used to complete the store's daily volume chart.

A sample Total Sales Analysis Detail report is pictured on the following page. The explanation for reading this report is indicated below.

- 1) *Month covered on report.*
- 2) *Store # and name.*
- 3) *Best dollar volume store ever did during this month and the year this number was achieved.*
- 4) *Volume quota assigned for this month, this year.*
- 5) *"This Year" numbers actually refer to last year. This column indicates the day of the week this date fell on last year (same as column #16).*
- 6) *Volume done on this date last year.*
- 7) *Indication whether there was a Trunk show, Remount or other event on this date last year (same as column #18).*
- 8) *"Last Year" numbers actually refer to the year-before-last (two years ago). This column indicates the day of the week this date fell on two years ago (same as column #19).*
- 9) *Volume done this date two years ago.*
- 10) *Indication whether there was a Trunk show, Remount or other event on this date two years ago (same as column #21).*
- 11) *Month-to-date volume done on this date last year.*
- 12) *Month-to-date volume done on this date two years ago.*
- 13) *Last year's date-to-date dollar amount the store was ahead or behind the same date two years ago.*
- 14) *Month-to-date percentage store was ahead or behind the same period two years ago.*
- 15) *The month-to-date percent of quota the store achieved last year.*
- 16) *Day of the week this date fell on last year (same as column #5).*
- 17) *Diamond volume done on this date last year.*
- 18) *Indication whether there was a Trunk show, Remount or other event on this date last year (same as column #7).*
- 19) *The day of the week this date fell on two years ago (same as column #8).*
- 20) *Diamond volume done this date two years ago.*
- 21) *Indication whether there was a Trunk show, Remount or other event on this date two years ago (same as column #10).*
- 22) *Month-to-date diamond volume done on this date last year.*
- 23) *Month-to-date diamond volume done on this date two years ago.*
- 24) *Last year's date-to-date dollar amount the store was ahead or behind in diamond volume the same date two years ago.*
- 25) *Date-to-date percentage store was ahead or behind in diamond volume the same date two years ago.*
- 26) *The percent of diamond quota the store each day last year.*
- 27) *Percentage of total store business that was diamond business last year.*
- 28) *Percentage of total store business that was diamond business two years ago.*

TOTAL SALES ANALYSIS DETAIL REPORT

(Example)

(See detailed explanation on previous page.)

RUN: 11-05-01 06:40AM		Sherwood Management Co., Inc.		PAGE 19	
		PARKWAY			
TOTAL SALES ANALYSIS DETAIL - MONTHLY BY GROUP, COMPANY - 10-31-2001					
STORE: 2		GROUP: 2			
TOTAL SALES		BEST MONTH 111,169		QUOTA 1ST 115,000	
		10/00		QUOTA 2ND 0	
				QUOTA 3RD 0	
				QUOTA 4TH 0	
				QUOTA 5TH 0	
				QUOTA 6TH 0	
				QUOTA 7TH 0	
				QUOTA 8TH 0	
				QUOTA 9TH 0	
				QUOTA 10TH 0	
				QUOTA 11TH 0	
				QUOTA 12TH 0	
				QUOTA 13TH 0	
				QUOTA 14TH 0	
				QUOTA 15TH 0	
				QUOTA 16TH 0	
				QUOTA 17TH 0	
				QUOTA 18TH 0	
				QUOTA 19TH 0	
				QUOTA 20TH 0	
				QUOTA 21TH 0	
				QUOTA 22TH 0	
				QUOTA 23TH 0	
				QUOTA 24TH 0	
				QUOTA 25TH 0	
				QUOTA 26TH 0	
				QUOTA 27TH 0	
				QUOTA 28TH 0	
				QUOTA 29TH 0	
				QUOTA 30TH 0	
				QUOTA 31TH 0	
				QUOTA 32TH 0	
				QUOTA 33TH 0	
				QUOTA 34TH 0	
				QUOTA 35TH 0	
				QUOTA 36TH 0	
				QUOTA 37TH 0	
				QUOTA 38TH 0	
				QUOTA 39TH 0	
				QUOTA 40TH 0	
				QUOTA 41TH 0	
				QUOTA 42TH 0	
				QUOTA 43TH 0	
				QUOTA 44TH 0	
				QUOTA 45TH 0	
				QUOTA 46TH 0	
				QUOTA 47TH 0	
				QUOTA 48TH 0	
				QUOTA 49TH 0	
				QUOTA 50TH 0	
				QUOTA 51TH 0	
				QUOTA 52TH 0	
				QUOTA 53TH 0	
				QUOTA 54TH 0	
				QUOTA 55TH 0	
				QUOTA 56TH 0	
				QUOTA 57TH 0	
				QUOTA 58TH 0	
				QUOTA 59TH 0	
				QUOTA 60TH 0	
				QUOTA 61TH 0	
				QUOTA 62TH 0	
				QUOTA 63TH 0	
				QUOTA 64TH 0	
				QUOTA 65TH 0	
				QUOTA 66TH 0	
				QUOTA 67TH 0	
				QUOTA 68TH 0	
				QUOTA 69TH 0	
				QUOTA 70TH 0	
				QUOTA 71TH 0	
				QUOTA 72TH 0	
				QUOTA 73TH 0	
				QUOTA 74TH 0	
				QUOTA 75TH 0	
				QUOTA 76TH 0	
				QUOTA 77TH 0	
				QUOTA 78TH 0	
				QUOTA 79TH 0	
				QUOTA 80TH 0	
				QUOTA 81TH 0	
				QUOTA 82TH 0	
				QUOTA 83TH 0	
				QUOTA 84TH 0	
				QUOTA 85TH 0	
				QUOTA 86TH 0	
				QUOTA 87TH 0	
				QUOTA 88TH 0	
				QUOTA 89TH 0	
				QUOTA 90TH 0	
				QUOTA 91TH 0	
				QUOTA 92TH 0	
				QUOTA 93TH 0	
				QUOTA 94TH 0	
				QUOTA 95TH 0	
				QUOTA 96TH 0	
				QUOTA 97TH 0	
				QUOTA 98TH 0	
				QUOTA 99TH 0	
				QUOTA 100TH 0	
				QUOTA 101TH 0	
				QUOTA 102TH 0	
				QUOTA 103TH 0	
				QUOTA 104TH 0	
				QUOTA 105TH 0	
				QUOTA 106TH 0	
				QUOTA 107TH 0	
				QUOTA 108TH 0	
				QUOTA 109TH 0	
				QUOTA 110TH 0	
				QUOTA 111TH 0	
				QUOTA 112TH 0	
				QUOTA 113TH 0	
				QUOTA 114TH 0	
				QUOTA 115TH 0	
				QUOTA 116TH 0	
				QUOTA 117TH 0	
				QUOTA 118TH 0	
				QUOTA 119TH 0	
				QUOTA 120TH 0	
				QUOTA 121TH 0	
				QUOTA 122TH 0	
				QUOTA 123TH 0	
				QUOTA 124TH 0	
				QUOTA 125TH 0	
				QUOTA 126TH 0	
				QUOTA 127TH 0	
				QUOTA 128TH 0	
				QUOTA 129TH 0	
				QUOTA 130TH 0	
				QUOTA 131TH 0	
				QUOTA 132TH 0	
				QUOTA 133TH 0	
				QUOTA 134TH 0	
				QUOTA 135TH 0	
				QUOTA 136TH 0	
				QUOTA 137TH 0	
				QUOTA 138TH 0	
				QUOTA 139TH 0	
				QUOTA 140TH 0	
				QUOTA 141TH 0	
				QUOTA 142TH 0	
				QUOTA 143TH 0	
				QUOTA 144TH 0	
				QUOTA 145TH 0	
				QUOTA 146TH 0	
				QUOTA 147TH 0	
				QUOTA 148TH 0	
				QUOTA 149TH 0	
				QUOTA 150TH 0	
				QUOTA 151TH 0	
				QUOTA 152TH 0	
				QUOTA 153TH 0	
				QUOTA 154TH 0	
				QUOTA 155TH 0	
				QUOTA 156TH 0	
				QUOTA 157TH 0	
				QUOTA 158TH 0	
				QUOTA 159TH 0	
				QUOTA 160TH 0	
				QUOTA 161TH 0	
				QUOTA 162TH 0	
				QUOTA 163TH 0	
				QUOTA 164TH 0	
				QUOTA 165TH 0	
				QUOTA 166TH 0	
				QUOTA 167TH 0	
				QUOTA 168TH 0	
				QUOTA 169TH 0	
				QUOTA 170TH 0	
				QUOTA 171TH 0	
				QUOTA 172TH 0	
				QUOTA 173TH 0	
				QUOTA 174TH 0	
				QUOTA 175TH 0	
				QUOTA 176TH 0	
				QUOTA 177TH 0	
				QUOTA 178TH 0	
				QUOTA 179TH 0	
				QUOTA 180TH 0	
				QUOTA 181TH 0	
				QUOTA 182TH 0	
				QUOTA 183TH 0	
				QUOTA 184TH 0	
				QUOTA 185TH 0	
				QUOTA 186TH 0	
				QUOTA 187TH 0	
				QUOTA 188TH 0	
				QUOTA 189TH 0	
				QUOTA 190TH 0	
				QUOTA 191TH 0	
				QUOTA 192TH 0	
				QUOTA 193TH 0	
				QUOTA 194TH 0	
				QUOTA 195TH 0	
				QUOTA 196TH 0	
				QUOTA 197TH 0	
				QUOTA 198TH 0	
				QUOTA 199TH 0	
				QUOTA 200TH 0	
				QUOTA 201TH 0	
				QUOTA 202TH 0	
				QUOTA 203TH 0	
				QUOTA 204TH 0	
				QUOTA 205TH 0	
				QUOTA 206TH 0	
				QUOTA 207TH 0	
				QUOTA 208TH 0	
				QUOTA 209TH 0	
				QUOTA 210TH 0	
				QUOTA 211TH 0	
				QUOTA 212TH 0	
				QUOTA 213TH 0	
				QUOTA 214TH 0	
				QUOTA 215TH 0	
				QUOTA 216TH 0	
				QUOTA 217TH 0	
				QUOTA 218TH 0	
				QUOTA 219TH 0	
				QUOTA 220TH 0	
				QUOTA 221TH 0	
				QUOTA 222TH 0	
				QUOTA 223TH 0	
				QUOTA 224TH 0	
				QUOTA 225TH 0	
				QUOTA 226TH 0	
				QUOTA 227TH 0	
				QUOTA 228TH 0	
				QUOTA 229TH 0	
				QUOTA 230TH 0	
				QUOTA 231TH 0	
				QUOTA 232TH 0	
				QUOTA 233TH 0	
				QUOTA 234TH 0	
				QUOTA 235TH 0	
				QUOTA 236TH 0	
				QUOTA 237TH 0	
				QUOTA 238TH 0	
				QUOTA 239TH 0	
				QUOTA 240TH 0	
				QUOTA 241TH 0	
				QUOTA 242TH 0	
				QUOTA 243TH 0	
				QUOTA 244TH 0	
				QUOTA 245TH 0	
				QUOTA 246TH 0	
				QUOTA 247TH 0	
				QUOTA 248TH 0	
				QUOTA 249TH 0	
				QUOTA 250TH 0	
				QUOTA 251TH 0	
				QUOTA 252TH 0	
				QUOTA 253TH 0	
				QUOTA 254TH 0	
				QUOTA 255TH 0	
				QUOTA 256TH 0	
				QUOTA 257TH 0	
				QUOTA 258TH 0	
				QUOTA 259TH 0	
				QUOTA 260TH 0	
				QUOTA 261TH 0	
				QUOTA 262TH 0	
				QUOTA 263TH 0	
				QUOTA 264TH 0	
				QUOTA 265TH 0	
				QUOTA 266TH 0	
				QUOTA 267TH 0	
				QUOTA 268TH 0	
				QUOTA 269TH 0	
				QUOTA 270TH 0	
				QUOTA 271TH 0	
				QUOTA 272TH 0	
				QUOTA 273TH 0	
				QUOTA 274TH 0	
				QUOTA 275TH 0	
				QUOTA 276TH 0	
				QUOTA 277TH 0	
				QUOTA 278TH 0	
				QUOTA 279TH 0	
				QUOTA 280TH 0	
				QUOTA 281TH 0	
				QUOTA 282TH 0	
				QUOTA 283TH 0	
				QUOTA 284TH 0	
				QUOTA 285TH 0	
				QUOTA 286TH 0	
				QUOTA 287TH 0	
				QUOTA 288TH 0	
				QUOTA 289TH 0	
				QUOTA 290TH 0	
				QUOTA 291TH 0	
				QUOTA 292TH 0	
				QUOTA 293TH 0	
				QUOTA 294TH 0	
				QUOTA 295TH 0	
				QUOTA 296TH 0	
				QUOTA 297TH 0	
				QUOTA 298TH 0	
				QUOTA 299TH 0	
				QUOTA 300TH 0	
				QUOTA 301TH 0	
				QUOTA 302TH 0	
				QUOTA 303TH 0	
				QUOTA 304TH 0	
				QUOTA 305TH 0	
				QUOTA 306TH 0	
				QUOTA 307TH 0	
				QUOTA 308TH 0	
				QUOTA 309TH 0	
				QUOTA 310TH 0	
				QUOTA 311TH 0	
				QUOTA 312TH 0	
				QUOTA 313TH 0	
				QUOTA 314TH 0	
				QUOTA 315TH 0	
				QUOTA 316TH 0	
				QUOTA 317TH 0	
				QUOTA 318TH 0	
				QUOTA 319TH 0	
				QUOTA 320TH 0	
				QUOTA 321TH 0	
				QUOTA 322TH 0	
				QUOTA 323TH 0	
				QUOTA 324TH 0	
				QUOTA 325TH 0	
				QUOTA 326TH 0	
				QUOTA 327TH 0	
				QUOTA 328TH 0	
				QUOTA 329TH 0	
				QUOTA 330TH 0	
				QUOTA 331TH 0	
				QUOTA 332TH 0	
				QUOTA 333TH 0	
				QUOTA 334TH 0	
				QUOTA 335TH 0	
				QUOTA 336TH 0	
				QUOTA 337TH 0	
				QUOTA 338TH 0	
				QUOTA 339TH 0	
				QUOTA 340TH 0	
				QUOTA 341TH 0	
				QUOTA 342TH 0	
				QUOTA 343TH 0	
				QUOTA 344TH 0	
				QUOTA 345TH 0	
				QUOTA 346TH 0	
				QUOTA 347TH 0	
				QUOTA 348TH 0	
				QUOTA 349TH 0	
				QUOTA 350TH 0	
				QUOTA 351TH 0	

REPAIR REPORT

The Repair Report tracks stores' repair sales and net repair profit.

This report is given to managers periodically by their Regional or District manager.

Raffy																					
TOTAL REPAIR SALES											NET REPAIR PROFIT										
①	②	③	④	⑤	⑥	⑦	⑧	⑨	⑩	⑪	⑫	⑬	⑭	⑮	⑯	⑰	⑱	⑲	⑳	㉑	㉒
Str	2001	Jan-Oct 2000	Nov. 2001	RK	2000	2001	Jan-Nov. 2000	Jan-Nov. 2001	Differ	RK	2001	2000	Jan-Oct. 2001	Month of Nov. 2001	RK	2000	2001	Jan-Nov. 2000	Jan-Nov. 2001	Differ	RK
101	15,428	15,949	1,291	30	1,607	16,719	26	17,556	(837)	24	2,019	4,235	(294)	40	454	1,725	31	4,689	(2,964)	30	
104	31,384	34,699	4,089	5	4,141	35,473	8	38,840	(3,367)	29	13,971	13,530	2,092	2	2,376	16,063	6	15,906	157	16	
112	9,769	14,634	719	38	1,755	10,488	37	16,389	(5,901)	35	3,395	6,077	384	28	790	3,779	26	6,867	(3,088)	31	
119	28,173	26,341	2,742	8	3,637	30,915	10	29,978	937	17	12,163	12,097	1,122	12	1,999	13,285	7	14,096	(811)	23	
233	21,979	13,182	2,071	18	2,354	24,050	13	15,536	8,514	4	8,440	2,281	1,135	11	1,070	9,575	11	3,351	6,224	4	
236	11,785	10,923	1,149	34	868	12,934	34	11,791	1,143	15	472	698	334	29	(335)	806	35	363	443	15	
240	14,146	14,215	1,269	31	1,764	15,415	28	15,979	(564)	23	2,080	660	3	34	355	2,083	30	1,015	1,068	12	
245	19,926	18,072	1,292	29	1,942	21,218	19	20,014	1,204	14	6,414	5,028	28	33	332	6,442	20	5,360	1,082	11	
246	12,748	4,892	1,297	28	2,302	14,045	31	7,194	6,851	6	6,666	1,714	591	22	1,600	7,257	16	3,314	3,943	7	
248	21,645	0	1,698	26	1,250	23,343	14	1,250	22,093	1	6,989	(427)	442	24	428	7,431	15	1	7,430	2	
250	1,862	0	1,173	32	0	3,035	39	0			(236)	0	415	26	0	179	37	0			
188,845	152,907	18,790	3	21,620	207,635	3	174,527	30,073	1	62,373	45,893	6,252	2	9,069	68,625	2	54,962	13,484	1		

- 1) Store number.
- 2) Year-to-date repair sales (through last month) this year.
- 3) Year-to-date repair sales (through last month) last year.
- 4) Total repair sales this month this year.
- 5) Ranking in chain based on total repair sales this month this year.
- 6) Total repair sales this month last year.
- 7) Total year-to-date repair sales this year (column #2 + column #4).
- 8) Ranking in chain based on total year-to-date repair sales this year.
- 9) Total year-to-date repair sales last year (column #3 + column #6).
- 10) Year-to-date repair sales difference (increase or decrease) from, last year.
- 11) Ranking in chain based on difference from last year.
- 12) Year-to-date net repair profit (through last month) this year. Net repair profit equals repair sales minus repair costs.
- 13) Year-to-date net repair profit (through last month) last year. Net repair profit equals repair sales minus repair costs.
- 14) Net repair profit this month this year. Net repair profit equals repair sales minus repair costs.
- 15) Ranking in chain based on net repair profit this month this year.
- 16) Net repair profit this month last year. Net repair profit equals repair sales minus repair costs.
- 17) Total year-to-date net repair profit this year (column #12 + column #14).
- 18) Ranking in chain based on total year-to-date net repair profit this year.
- 19) Total net repair profit last year (column #13 + column #16).
- 20) Year-to-date net repair profit difference (increase or decrease) from last year.
- 21) Ranking in chain based on year-to-date net repair profit difference (increase or decrease) from last year.

SUPPLEMENTAL SALES REPORT

(Store Version)

The Supplemental Sales Report helps **stores** track their down payments.

This report is given to managers periodically by their Regional or District manager.

RUN:03-14-06 14:32										Sherwood Management Co., Inc. (UV)										D E F L T PAGE 1									
										SUPPLEMENTAL SALES INFORMATION (SA064/1) MONTH TO DATE - COMPANY TOTAL (03-14-2006)																			
										MONTH TO DATE FOR (YMM) = 0603																			
(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)									
SUPV	NET	SUMM	REP.	REP.	REP.	SUMM	REG	CHG.	TOT.	N3RD.	THIRD.	THIRD.	TEND....	THIRD	TEND.	TOTAL.	TOTAL...	TOTAL...	TOTAL...	TOTAL									
CD..	STR	CARD	AMT....	PCT.	PCT.	DONE.	AMT....	PCT.	COLL%.	PCT.	PCT.	PCT.	PCT.	PCT.	QTA	TIX	AVTIX	AVITM	MUST										
A	\$0	\$1515	3.7	2.0	67.4	\$3895	9.5	7.57%	80.45	20.28	18.29	29.83	32.50	\$5231	7.0	118	\$348.16	\$308.90	1.13										
B	\$0	\$1393	3.9	1.3	44.2	\$2683	7.5	6.27%	49.24	23.36	20.17	45.98	10.25	\$9756	9.3	130	\$274.43	\$244.35	1.12										
C	\$0	\$997	2.8	1.7	57.3	\$3791	10.5	8.20%	53.55	23.35	21.35	60.00	5.82	\$10315	17.8	85	\$426.16	\$385.36	1.11										
D	\$0	\$2340	3.9	1.6	52.3	\$4166	6.9	9.05%	67.54	29.14	26.06	57.50	28.29	\$8130	5.5	165	\$365.87	\$333.53	1.10										
E	\$0	\$1991	2.7	1.7	55.8	\$4089	5.6	9.35%	52.56	27.56	27.56	0.00	0.00	\$22430	18.8	179	\$404.78	\$345.02	1.17										
F	\$0	\$3421	5.9	3.7	122.6	\$4654	8.0	8.30%	82.65	27.69	21.41	61.75	74.22	\$6198	6.7	157	\$370.47	\$334.27	1.11										
G	\$0	\$492	3.3	0.8	25.2	\$1045	6.9	7.30%	59.76	25.41	24.10	30.00	16.20	\$3703	5.7	60	\$250.96	\$218.23	1.15										
H	\$0	\$771	2.9	1.2	41.5	\$1602	6.1	7.43%	58.96	48.62	26.02	87.72	49.29	\$10143	16.4	86	\$306.84	\$280.72	1.09										
I	\$0	\$1482	4.8	1.6	53.1	\$2022	6.6	7.05%	68.03	27.28	23.61	43.15	26.02	\$6533	7.0	114	\$270.72	\$235.59	1.15										
J	\$0	\$2350	7.2	2.8	92.2	\$2017	6.2	7.92%	51.33	20.94	19.21	45.50	23.95	\$2088	2.5	119	\$273.25	\$235.63	1.16										
K	\$0	\$596	3.3	1.2	39.7	\$783	4.3	8.33%	24.07	35.37	35.37	0.00	0.00	\$1314	2.6	71	\$258.08	\$244.32	1.06										
L	\$200	\$795	4.8	2.1	69.7	\$320	1.9	8.18%	40.34	49.56	22.51	93.61	42.05	\$5708	15.0	41	\$407.48	\$340.96	1.20										
\$200		\$18144	4.1	1.8	61.0	\$31065	7.0	7.95%	60.90	27.74	23.26	57.26	22.28	\$91550	9.2	1325	\$334.96	\$297.07	1.13										
M	\$0	\$1229	4.8	1.6	53.2	\$1470	5.8	8.09%	74.26	35.46	25.22	51.28	47.47	\$7994	10.4	68	\$372.74	\$288.03	1.29										
N	\$0	\$1055	2.2	0.6	21.3	\$3600	7.5	6.28%	69.67	33.79	21.54	52.40	48.38	\$14345	8.7	130	\$368.48	\$325.86	1.13										
O	\$0	\$2550	3.9	2.0	68.0	\$4776	7.3	8.06%	67.75	35.89	35.60	38.98	10.03	\$14951	12.0	118	\$552.96	\$407.81	1.36										
P	\$0	\$644	3.5	1.3	43.8	\$1566	8.5	9.60%	61.08	24.19	22.97	31.73	8.13	\$6152	12.6	58	\$318.76	\$280.12	1.14										
Q	\$0	\$2565	5.4	2.4	78.4	\$3391	7.2	6.44%	68.58	26.62	24.07	39.77	40.83	\$5119	4.7	148	\$319.33	\$293.55	1.09										
R	\$0	\$943	3.4	1.0	34.2	\$1711	6.2	6.45%	63.14	24.38	21.24	46.87	83.48	\$1118	1.3	89	\$310.09	\$231.92	1.34										
S	\$0	\$874	2.4	1.7	58.3	\$2085	5.7	10.52%	42.56	32.42	29.19	38.36	24.95	\$8416	16.8	91	\$401.37	\$314.87	1.27										
T	\$0	\$3744	6.4	2.2	73.8	\$3372	5.7	7.30%	76.80	33.79	32.18	42.96	29.45	\$9847	5.8	164	\$358.50	\$269.70	1.33										
U	\$0	\$1760	6.9	2.5	82.6	\$1747	6.8	8.71%	70.95	52.80	39.46	69.48	81.92	\$6836	9.6	70	\$365.11	\$319.47	1.14										
V	\$0	\$1609	5.4	1.4	47.0	\$2632	8.8	6.69%	76.07	22.10	17.32	63.03	25.44	\$5897	5.2	88	\$340.18	\$311.83	1.09										
W	\$0	\$924	5.2	1.3	42.8	\$905	5.1	8.23%	53.54	27.33	27.69	10.10	0.87	\$2306	3.2	58	\$308.22	\$283.76	1.09										
X	\$0	\$1471	4.6	1.9	63.7	\$1556	4.8	6.96%	22.71	44.89	44.89	0.00	0.00	\$6921	9.0	65	\$495.66	\$388.17	1.28										
\$0		\$19367	4.5	1.7	55.2	\$28812	6.7	7.39%	63.78	32.69	28.35	49.62	31.06	\$89981	7.7	1147	\$377.29	\$309.77	1.22										

- 1) Month & year covered on report (i.e. 0603 = March, 2006)
- 2) Regional or District Manager Employee number.
- 3) Store Number
- 4) Net Amount of Gift Cards Sold & Redeemed (Note: A positive number is redeemed and a negative number is sold).
- 5) Month-to-date Store Repair Sales Volume
- 6) Month-to-date Repair Percentage of Sales
- 7) Month-to-date Repair Percentage of Quota
- 8) Month-to-date Repair Percentage of Quota Achieved
- 9) Month-to-date Registry Volume
- 10) Month-to-date Percentage of Sales
- 11) Month-to-date Collection Percentage
- 12) Month-to-date Charge Sale Percentage
- 13) Month-to-date Total Down Payment Percentage including 3rd Party Tender
- 14) Down Payment Percentage on Charge Sale that does not includes J.A. or 3rd Party Transactions
- 15) Charge volume that used J.A. (Jewelry Accent) as a down payment
- 16) Total J.A. or 3rd Party Utilization Percentage
- 17) Total J.A. or 3rd Party Dollars Tendered
- 18) Total J.A. or 3rd Party Tendered as a Percentage of Quota
- 19) Month-to-date Total Tickets.
- 20) Month-to-date Total Average Per Ticket
- 21) Month-to-date Total Average Item
- 22) Month-to-date Add On or MUST

(Associate Version)

The Down Payment Report helps **Daniel's sales associates** track their down payments.

This report is given to managers periodically by their Regional or District manager.

RUN:01-26-07 10:22						Sherwood Management Co., Inc. (UV)												D E F L T				PAGE 5	
						PRINT STRANS ANAL FILE (ST029R/11) BY ASSOCIATE (NO PAGE) (01-26-2007)																	
						SALES MONTH (YYYYMM) FROM 200601 TO 200603																	
						THIRD... THIRD... THIRD...																	
						PARTY... PARTY... PARTY...																	
						TENDER... TENDER... TENDER...																	
						"MAX"... "MAX"... "MAX"...																	
CUR																							
VL. HOM VOL																							
SU. STR STR MONTH. SLIP NAME...																							
① ② ③ ④ ⑤ ⑥						⑦ ⑧ ⑨ ⑩ ⑪ ⑫ ⑬ ⑭ ⑮ ⑯ ⑰ ⑱																	
200601						16894	9827	58.17%	3446	35.07	27.94	13.59	13.13	1.23	7.12	700.00	\$4,237	16.52					
200602						54454	23958	44.00%	6311	26.34	24.26	11.05	9.04	4.17	2.09	500.00	\$13,554	3.69					
200603						11348	5749	50.66%	1163	20.23	20.23	19.88	0.00	0.35	0.00	0.00	\$3,356	0.00					
						82696	39534	47.81%	10920	27.62	24.59	12.96	8.74	2.89	3.04	1200.00	\$21,147	5.67					
200601						10856	5626	51.83%	1310	23.28	23.28	14.04	2.67	6.58	0.00	0.00	\$5,071	0.00					
200602						37103	27895	75.18%	6815	24.43	22.64	17.87	3.87	0.90	1.79	500.00	\$2,188	22.85					
200603						16788	12834	76.45%	4634	36.11	27.93	21.03	0.78	6.12	8.18	1050.00	\$2,846	36.90					
						64747	46356	71.60%	12759	27.52	24.18	18.28	2.87	3.03	3.34	1550.00	\$10,105	15.34					
200601						20372	14754	72.43%	4030	27.31	23.93	10.95	6.78	6.20	3.39	500.00	\$5,129	9.75					
200602						37763	24952	66.08%	10414	41.74	32.99	20.78	1.78	10.43	8.75	2183.00	\$4,391	49.71					
200603						19500	13525	69.36%	3854	28.50	17.41	10.27	1.48	5.66	11.09	1500.00	\$4,743	31.62					
						77635	53231	68.57%	18299	34.38	26.52	15.38	3.09	8.05	7.86	4183.00	\$14,264	29.33					
200601						15759	10365	65.77%	2948	28.44	17.22	3.67	12.35	1.21	11.22	1163.00	\$3,324	34.99					
200601						440	440	00.00%	120	27.28	27.28	27.28	0.00	0.00	0.00	0.00	\$0	0.00					
200602						28933	17772	61.42%	3280	18.46	18.46	4.95	8.97	4.53	0.00	0.00	\$7,589	0.00					
200603						18917	10062	53.19%	3655	36.32	14.46	5.86	7.95	0.65	21.86	2200.00	\$6,777	32.46					
						64049	38639	60.33%	10003	25.89	17.18	5.10	9.51	2.58	8.70	3363.00	\$17,691	19.01					
200601						375	295	78.68%	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0	0.00					
200601						14862	12706	85.50%	4895	38.53	34.59	8.41	18.27	7.91	3.94	500.00	\$2,437	20.52					
200602						23690	17157	72.42%	2407	14.03	12.87	8.56	0.47	3.84	1.16	199.00	\$5,925	3.36					
200603						16252	10947	67.36%	3189	29.13	21.41	13.22	5.94	2.25	7.72	845.50	\$2,964	28.53					
						55179	41106	74.50%	10491	25.52	21.77	9.69	7.42	4.65	3.76	1544.50	\$11,326	13.64					

1. *RDM initials.*
2. *Associate's current home store number.*
3. *Store in which this line on this report reflects. Different from home store if worked at more than one store during month (i.e. helped out during a Trunk Show, or store transfer partway through month).*
4. *Month & year (i.e. 200601 = January, 2006 & 200603 = March, 2006).*
5. *Associate employee number.*
6. *Associate name.*
7. *Total monthly store volume.*
8. *Total monthly store volume done on Daniel's charge accounts.*
9. *Percentage of total monthly store volume done on Daniel's charge accounts.*
10. *Total monthly dollars collected in down payments.*
11. *Total monthly down payment percentage achieved.*
12. *Total monthly down payment collected excluding 3rd party credit (i.e. Jewelry Accent).*
13. *Total monthly down payment collected in cash and checks.*
14. *Total monthly down payment collected in bank cards (i.e. Visa, Mastercard, American Express).*
15. *Total monthly down payment achieved in debit cards.*
16. *Total monthly down payment collected in 3rd party credit (i.e. Jewelry Accent).*
17. *Total amount of 3rd party volume used towards Daniel's charge down payment.*
18. *Total monthly amount of 3rd party credit volume (down payment & cash sales combined).*
19. *Percentage of total 3rd party credit volume used as down payment on Daniel's charge sales.*

SALES COMMISSION REPORT

The Sales Commission report helps Daniel's sales associates track their commissions and commissionable sales.

This report is given to managers periodically by their district manager.

RUN:01-23-07 10:17										Sherwood Management Co., Inc. (UVI)										FINAL PAGE 7									
										SALES COMMISSIONS REPORT (CM311 BUILD/5) BY ROLLING 12 VOLUME (WITHIN STORE, BY DISTRICT) (12/31/2006)																			
										(RS=REGISTRY SALES GOAL MET; MS=MINIMUM SALES GOAL MET; PS=PERSONAL SALES GOAL MET; QP=QUOTA PERIODS COUNTED)																			
										(R12Q=ROLLING 12 QUOTA: 0=GOLD, 1=SILVER, 2=MIN QTA; 3=BELOW MIN QTA; R12D=ROLLING 12 DP: 0=HIGH DP, 1=MIN DP, 3=BELOW MIN DP)																			
PER	SALES	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS	RNK	REPAIRS
7567 - RIVERA, CARLOS										CURRENT MONTH HOME STORE 107 HIRE DATE 11-12-2002 TERM DATE																			
0612	74,599	211	1,411	16	1.89	76,011	211	76,032	25	99.97	99	6,193	13	8.30	1,219	38	1.07	R12Q	111212101111										
CYTD	309,880	311	11,559	16	3.73	321,439	301	342,649	26	93.81	109	27,783	15	8.97	5,499	32	1.71	CYTD	12 12 10 12										
R12M	309,880	311	11,559	16	3.73	321,439	301	342,649	26	93.81	109	27,783	15	8.97	5,499	32	1.71	R12D	111111313113										
7997 - CLARKSON, KELLY										CURRENT MONTH HOME STORE 107 HIRE DATE 08-27-1988 TERM DATE																			
0612	51,678	501	1,772	8	3.07	59,450	471	55,440	94	107.23	54	5,427	23	9.41	0	0	1.07	R12Q	111212101010										
CYTD	267,126	531	9,916	27	3.71	277,042	511	272,140	72	101.80	60	25,627	17	9.59	0	0	0.00	CYTD	12 12 10 12										
R12M	267,126	531	9,916	27	3.71	277,042	511	272,140	72	101.80	60	25,627	17	9.59	0	0	0.00	R12D	111113311113										
8016 - GIBSON, DAVID										CURRENT MONTH HOME STORE 107 HIRE DATE 08-29-2002 TERM DATE																			
0612	41,351	1131	538	143	1.30	41,889	1131	68,428	38	61.22	229	2,786	108	6.74	241	116	1.07	R12Q	221112112021										
CYTD	237,647	761	7,098	71	2.99	244,746	761	300,196	51	81.53	197	16,330	70	6.87	3,432	79	1.40	CYTD	12 12 7 12										
R12M	237,647	761	7,098	71	2.99	244,746	761	300,196	51	81.53	197	16,330	70	6.87	3,432	79	1.40	R12D	111111111111										
8045 - RODRIGUEZ, MARY										CURRENT MONTH HOME STORE 107 HIRE DATE 07-12-2005 TERM DATE																			
0612	41,148	1151	276	229	0.67	41,424	1161	60,826	63	68.10	132	3,643	75	8.85	236	121	1.07	R12Q	221112112110										
CYTD	225,762	841	5,042	130	2.23	230,804	841	266,886	81	86.48	155	16,536	69	7.32	3,409	80	1.48	CYTD	10 12 8 12										
R12M	225,762	841	5,042	130	2.23	230,804	841	266,886	81	86.48	155	16,536	69	7.32	3,409	80	1.48	R12D	111113111111										
8136 - SMITH, JOE										CURRENT MONTH HOME STORE 107 HIRE DATE 06-25-2003 TERM DATE																			
0612	56,417	531	1,217	34	2.16	57,634	551	60,826	63	94.75	120	5,232	26	9.27	916	56	1.07	R12Q	121101111111										
CYTD	211,283	971	6,542	79	3.10	217,826	951	226,011	127	96.38	88	19,210	53	9.09	3,584	78	1.65	CYTD	12 12 11 12										
R12M	211,283	971	6,542	79	3.10	217,826	951	226,011	127	96.38	88	19,210	53	9.09	3,584	78	1.65	R12D	131313113131										
8141 - MARTINEZ, GEORGE										CURRENT MONTH HOME STORE 107 HIRE DATE 10-29-2003 TERM DATE																			
0612	43,818	991	1,032	53	2.35	44,850	971	57,024	83	90.67	124	13,178	97	7.52	255	113	1.07	R12Q	21X222102110										
CYTD	175,171	1351	5,621	110	3.21	180,791	1321	199,402	152	90.67	124	13,178	97	7.52	3,022	99	1.67	CYTD	9 11 6 11										
R12M	175,171	1351	5,621	110	3.21	180,791	1321	199,402	152	90.67	124	13,178	97	7.52	3,022	99	1.67	R12D	11X 1313311										
8111 - LEE, RACHEL										CURRENT MONTH HOME STORE 107 HIRE DATE 07-13-2005 TERM DATE 01-06-2007																			
0612	12,787	3011	315	215	2.46	13,102	3001	38,016	220	34.47	310	894	269	6.99	71	252	1.07	R12Q	2XX222221122										
CYTD	65,222	2801	4,191	158	6.43	69,413	2751	111,328	249	62.35	339	3,437	301	5.27	612	263	0.88	CYTD	3 9 2 9										
R12M	65,222	2801	4,191	158	6.43	69,413	2751	111,328	249	62.35	339	3,437	301	5.27	612	263	0.88	R12D	3XX11111311										

- Time period covered on this report.
 - Associate's Employee Number & name
 - Specific month & date (i.e. 0612 = December, 2006) covered on this line.
 - Year-to-date numbers are reflected on this line.
 - The most recent 12 months are reflected on this line.
- Dollar amount of sales (volume) done by this associate this period.
- Salesperson's company ranking based on sales.
- Dollar amount of repair volume done by this associate.
- Salesperson's company ranking based on repair volume.
- Percentage of sales volume done in repairs.
- Total volume, combined repairs and sales.
- Salesperson's company ranking based on repairs and sales.
- Sales quota.
- Salesperson's company ranking based on sales quota.
- Percentage of sales quota achieved.
- Salesperson's company ranking based on quota achieved.
- Registry volume.
- Salesperson's company ranking based on Registry volume.
- Percentage of monthly volume done in Registries.
- Total commission earned.
- Salesperson's company ranking based on commission earned.
- Commission percentage earned on every dollar in merchandise and repair volume.
- Number of months Registry sales goal met.
- Number of months Minimum Sales goal met (at least 75% of quota).
- Number of months Personal Sales goal met (quota).
- Number of quota periods counted. For a given month, there is one quota period.

BIG TICKET SALES REPORT

The Big Ticket Sales report indicates number of Big Ticket sales done each store.

This report is given to managers periodically by their Regional or District manager.

RUN:01-22-07 20:32		Sherwood Management Co., Inc. (UV)															D E F L T		PAGE
BIG TICKET SALES ANALYSIS (SA066/1) FOR ENTERED DATE (03-13-2006)																			
<-----THIS YEAR DAY----->					<-----THIS YEAR MONTH-TO-DATE----->										<-----MONTH-TO-DATE CHANGE----->				
STR	INIT	VOLUME	BIGVOL	% BIG	#BIG	VOLUME	% QTA	DIAVOL	% DIA	BIGVOL	% BIG	# BIG	VOLUME	% CHG	DIAVOL	% CHG	BIGVOL	% CHG	#CHG
(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	
	6184	5050	81.6	3	41083	55.5	28403	69.1	20533	49.9	12	13705	50.0	9835	52.9	10448	103.6	7	
	4550	1050	23.0	1	35675	34.4	23473	65.7	11181	31.3	8	-2166	-5.7	1254	5.6	-8048	-41.8	-2	
	1449	0		0	36223	63.3	26425	72.9	18058	49.8	11	18766	107.4	14631	124.0	17334	999.9	8	
	3251	1600	49.2	1	60369	40.3	42159	69.8	25080	41.5	17	971	1.6	2331	5.8	-2889	-10.3	2	
	1157	0		0	19334	35.6	8252	42.6	2614	13.5	6	1201	6.6	-2685	-24.5	-4393	-62.6	1	
	2135	0		0	72455	61.6	45851	63.2	33441	46.1	16	25311	53.6	9842	27.3	7317	28.0	4	
	2439	1624	66.5	1	20536	37.8	7404	36.0	9042	44.0	6	-1532	-6.9	-2665	-26.4	1708	23.2	1	
	2815	1000	35.5	1	57941	62.8	35880	61.9	25227	43.5	16	27489	90.2	22443	167.0	19928	376.0	11	
	2160	0		0	15058	23.4	9809	65.1	3000	19.9	2	-13916	-48.0	-10638	-52.0	-9338	-75.6	-3	
	1005	0		0	26388	40.4	19321	73.2	11876	45.0	5	8819	50.1	9605	98.8	7400	165.3	1	
	929	0		0	30863	33.6	15254	49.4	8980	29.0	6	2187	7.6	-5191	-25.3	-4714	-34.4	-3	
	2141	1300	60.7	1	32517	38.7	18451	56.7	10147	31.2	7	315	0.9	-5555	-23.1	-5083	-33.3	-1	
	1800	1130	62.7	1	18324	37.0	11699	63.8	9549	52.1	5	18324		11699		9549		5	
	683	0		0	16707	44.4	11999	71.8	10379	62.1	5	16707		11999		10379		5	
	32696	12754	39.0	9	483473	44.1	304379	62.9	199108	41.1	122	116179	31.6	66904	28.1	49596	33.1	36	
	30213	11624	38.4	8	448443	44.5	280681	62.5	179181	39.9	112	81149	22.0	43206	18.1	29668	19.8	26	
	4970	4600	92.5	1	25346	33.3	15165	59.8	13211	52.1	6	-577	-2.2	-290	-1.8	2275	20.8	-1	
	11623	8280	71.2	3	47902	29.4	24666	51.4	21393	44.6	11	-11220	-18.9	-23518	-48.8	-19464	-47.6	-5	
	5984	5400	90.2	1	65250	52.9	50041	76.6	43107	66.0	21	21187	48.0	16719	50.1	22787	112.1	7	
	1353	0		0	18488	38.2	12659	68.4	10880	58.8	6	1973	11.9	3371	36.2	560	5.4	2	
	1746	0		0	47262	43.9	32523	68.8	20165	42.6	12	9658	25.6	8048	32.8	4627	29.7	0	
	543	0		0	27598	30.4	17090	61.9	11083	40.1	6	-5136	-15.6	-10861	-38.8	-7704	-41.0	-5	
	680	0		0	36525	73.4	28792	78.8	16840	46.1	10	18069	97.9	16748	139.0	13954	483.5	6	
	4881	2020	41.3	1	58794	35.0	39876	67.8	20381	34.6	11	2055	3.6	2126	5.6	-8679	-29.8	-3	
	2372	-1300	-54.8	1	25558	34.4	16634	65.0	12100	47.3	8	-1686	-6.1	-5988	-26.4	-4800	-28.4	0	
	1125	0		0	29936	26.3	20357	68.0	9560	31.9	6	-9566	-24.2	-8413	-29.2	-10042	-51.2	-2	
	0	0		0	17877	22.9	13634	76.2	8816	49.3	6	-1462	-7.5	1126	9.0	1114	14.4	0	
	355	0		0	32218	42.1	25850	80.2	23214	72.0	8	-1806	-5.3	-4019	-13.4	-48	-0.2	0	
					0		0		0		0	0	0	0	0	0	0	0	
					0		0		0		0	0	0	0	0	0	0	0	
					0		0		0		0	0	0	0	0	0	0	0	
					0		0		0		0	0	0	0	0	0	0	0	
	35629	18999	53.3	7	432753	37.0	297286	68.6	210748	48.6	111	21490	5.2	-4952	-1.6	-5419	-2.5	-1	
	35629	18999	53.3	7	432753	37.0	297286	68.6	210748	48.6	111	21490	5.2	-4952	-1.6	-5419	-2.5	-1	

1. Date covered on report (i.e. March 13, 2006)
2. Store number & location.
3. Daily sales volume this year (for date indicated at top of report).
4. Big Ticket sales volume done for the day
5. Big Ticket percentage of sales volume done for the day
6. Total number of Big Ticket sales done for the day
7. Sales volume month-to-date
8. Percentage of sales volume month-to-date
9. Diamond sales volume month-to-date
10. Percentage of diamond sales volume month-to-date
11. Big Ticket sales volume month-to-date
12. Percentage of Big Ticket sales volume month-to-date
13. Total number of Big Ticket sales volume month-to-date
14. Month-to-date sales volume change
15. Month-to-date sales volume change percentage
16. Diamond sales volume month-to-date change
17. Diamond sales month-to-date change percentage
18. Big Ticket sales volume change
19. Big Ticket sales volume change percentage
20. Total number of Big Ticket sales volume month-to-date change