

## Analysis of JTM Production

In the interest of demonstrating the contribution to the company of the JTM program I have been conducting an analysis based on data directly from B2k reports. The “tiered report” and the pended transaction report from (C.F.O. name deleted) are the primary basis as well as the Hire/Term w/production reports. The data does not account for how or where the money is actually allocated by accounting to branches to which it is designated or assigned.

<b>Graduate Production</b>	<b>2001</b>	<b>2002</b>	<b>Jan 2003</b>	<b>Dec 2002</b>	<b>Nov 2002</b>	<b>Oct 2002</b>	<b>Sept 2002</b>	<b>Aug 2002</b>
Volume	\$23,653,842.58	\$61,031,245.73*						
Gross Company Dollar	\$602,155.86	\$1,509,507.13*						
<b>Net Company Dollar</b>	<b>\$237,110.22</b>	<b>\$603,837.19*</b>						
<b>Mentor Listing Company Dollar</b>		<b>\$86,470.76</b>	<b>na</b>	<b>\$4,018.28</b>	<b>\$7,248.40</b>	<b>\$6,580.25</b>	<b>\$5,129.58</b>	
JTM Program Volume*		\$19,617,532.60*	\$7,371,950.00	\$4,640,200.00	\$2,836,175.00	\$1,635,000.00	\$2,828,400.00	\$2,266,455.00
JTM Gross Company Dollar*		\$433,354.96*	\$162,847.75					
<b>JTM Net Company Dollar*</b>		<b>\$203,123.84*</b>	<b>\$87,579.06</b>	<b>\$24,648.35</b>	<b>\$33,263.16</b>	<b>\$17,969.82</b>	<b>\$36,379.70</b>	<b>\$31,561.49</b>
<b>Tot JTM Company Revenue</b>		<b>\$893,431.79*</b>	<b>\$87,579.06</b>	<b>\$28,666.63</b>	<b>\$40,511.55</b>	<b>\$24,550.07</b>	<b>\$41,509.28</b>	<b>\$31,561.49</b>