

Virginia Regional Sales Meeting 5-13-2004

Agenda

- **Monthly Results – April Unofficial**
 - New Customer Subs – 422
 - Voice – 296
 - Data – 126
 - Office Subs % Attainment (Quota 510) – 82.7% MTD
 - Office % Revenue Attainment (Quota \$14,906) – 100% (14,846)
- **Office Leaders**
 - New Customer Subs
 - DSS – John Tengstrom 238% (126)
 - BAE – Boyd Purdy 116% (58)
 - April Subs % Attainment Leader – John Tengstrom 238%
 - New Revenue
 - BAE – Jeff Leser 162% (\$2,691.29)
 - KAE – Leonard Long 114% (\$1,772.48)
 - DSS – John Tengstrom 265% (\$3,296)
 - April % Revenue Attainment - John Tengstrom 265%
- Siemens MS Pocket PC Forecast
- May Forecast