

Run Date: 12/11/17

Sales	MTD				YTD				90 Day Trend		
Clinic	Revenue	Units	Rev % LY	Rev LY	Revenue	Units	Rev % LY	Rev LY	Revenue	Avg Period	Trend
Clinic 1	\$50,000	18	11.1%	\$45,000	\$1,500,000	815	-10.4%	\$1,674,771	\$457,185	\$414,390	10.3%
Clinic 2	\$30,000	16	9.1%	\$27,500	\$950,000	366	11.9%	\$848,687	\$239,734	\$221,443	8.3%
Clinic 3	\$17,500	8	-3.4%	\$18,121	\$625,000	340	-16.9%	\$751,824	\$149,010	\$182,017	-18.1%
Clinic 4	\$3,500	2	-45.3%	\$6,400	\$325,000	227	43.7%	\$226,229	\$80,063	\$62,714	27.7%
Clinic 5	\$12,800	6	50.6%	\$8,500	\$419,000	115	642.4%	\$56,441	\$25,189	\$65,564	-61.6%
Total	\$113,800	50	7.8%	\$105,521	\$3,819,000	1,863	7.3%	\$3,557,951	\$951,182	\$946,128	0.5%

Intakes	MTD			YTD			90 Day Trend		
Clinic	Intakes	% LY	Intakes LY	Intakes	% LY	Intakes LY	Intakes	Avg Period	Trend
Clinic 1	22	22.2%	18	636	2.3%	622	158	159	-0.6%
Clinic 2	16	60.0%	10	347	27.6%	272	91	78	16.7%
Clinic 3	10	0.0%	10	400	2.3%	391	105	102	2.9%
Clinic 4	6	50.0%	4	208	-5.0%	219	49	55	-10.9%
Clinic 5	4	100.0%	2	56	229.4%	17	18	15	20.0%
Total	58	31.8%	44	1647	8.3%	1521	421	409	2.9%

Banking	Cash	A/R	A/P	Working Cap
	\$125,000	\$75,000	\$47,500	\$152,500

Trial Units	Current	Running Avg	% Diff
Clinic 1	67	52	28.8%
Clinic 2	43	43	0.0%
Clinic 3	71	58	22.4%
Clinic 4	6	12	-50.0%
Clinic 5	4	9	-55.6%
Total	191	173	10.4%



Run Date **4/10/2017**

Sales Clinic	MTD				YTD			
	Revenue	Units	Rev % LY	Rev LY	Revenue	Units	Rev % LY	Rev LY
A	\$54,000	30	200.0%	\$18,000	\$400,000	225	6.7%	\$375,000
B	\$25,000	5	25.0%	\$20,000	\$275,000	100	1.9%	\$270,000
C	\$8,500	5	6.3%	\$8,000	\$185,000	80	5.7%	\$175,000
D	\$4,000	5	33.3%	\$3,000	\$60,000	55	33.3%	\$45,000
E	\$2,500	0	-16.7%	\$3,000	\$70,000	25	40.0%	\$50,000
Total	\$94,000	45	80.8%	\$52,000	\$990,000	485	8.2%	\$915,000

Intakes Clinic	MTD			YTD		
	Intakes	% LY	Intakes LY	Intakes	% LY	Intakes LY
A	15	50.0%	10	235	27.0%	185
B	10	100.0%	5	125	66.7%	75
C	15	50.0%	10	160	14.3%	140
D	10	0.0%	10	100	33.3%	75
E	10	-33.3%	15	40	100.0%	20
Total	60	20.0%	50	660	33.3%	495

Trial Units	Current	Running Avg	% Diff
A	65	45	44.4%
B	50	40	25.0%
C	70	55	27.3%
D	10	10	0.0%
E	5	10	-50.0%
Total	200	160	25.0%

SAMPLE