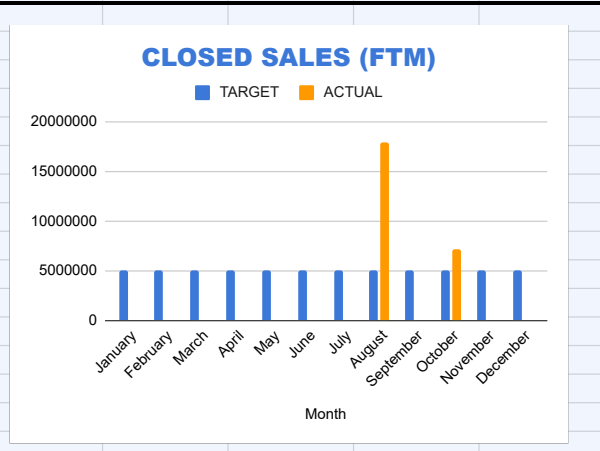


**SALES PERFORMANCE TARGET VS ACTUAL (2023)**  
**FH - TEAM EMPIRE**

Gross Sales - Sold Properties						
Month	FTM			YTD		
	TARGET	ACTUAL	%	TARGET	ACTUAL	%
January	5,000,000.00	0.00	0.00%	5,000,000.00	0.00	0.00%
February	5,000,000.00	0.00	0.00%	10,000,000.00	0.00	0.00%
March	5,000,000.00	0.00	0.00%	15,000,000.00	0.00	0.00%
April	5,000,000.00	0.00	0.00%	20,000,000.00	0.00	0.00%
May	5,000,000.00	0.00	0.00%	25,000,000.00	0.00	0.00%
June	5,000,000.00	0.00	0.00%	30,000,000.00	0.00	0.00%
July	5,000,000.00	0.50	0.00%	35,000,000.00	0.50	0.00%
August	5,000,000.00	17,900,000.00	358.00%	40,000,000.00	17,900,000.50	44.75%
September	5,000,000.00	0.00	0.00%	45,000,000.00	17,900,000.50	39.78%
October	5,000,000.00	7,200,000.00	144.00%	50,000,000.00	25,100,000.50	50.20%
November	5,000,000.00	0.00	0.00%	55,000,000.00	25,100,000.50	45.64%
December	5,000,000.00	0.00	0.00%	60,000,000.00	25,100,000.50	41.83%

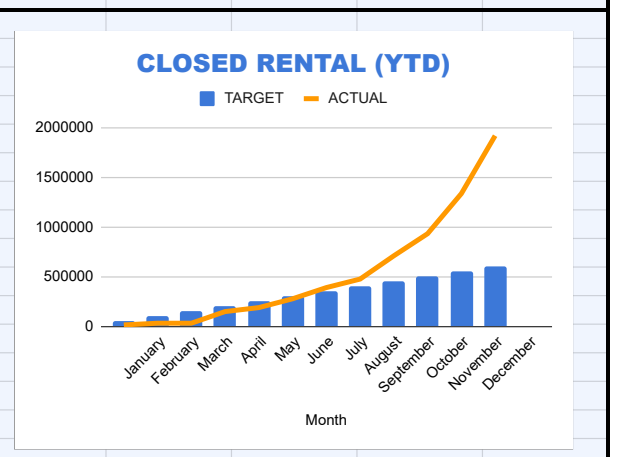
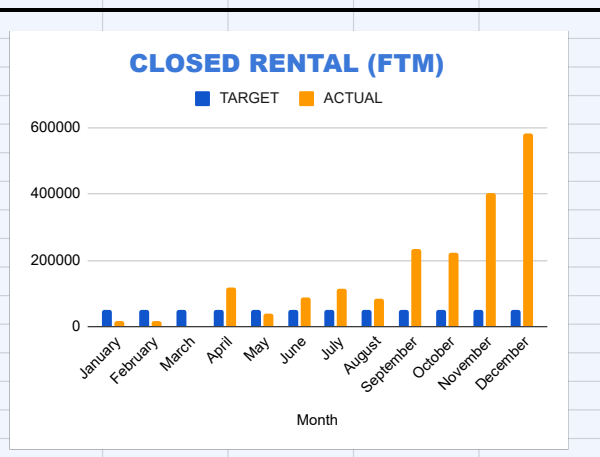
**FTM CHARTS**



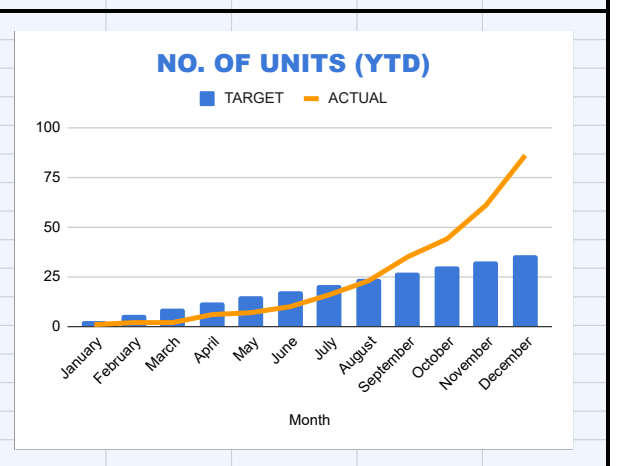
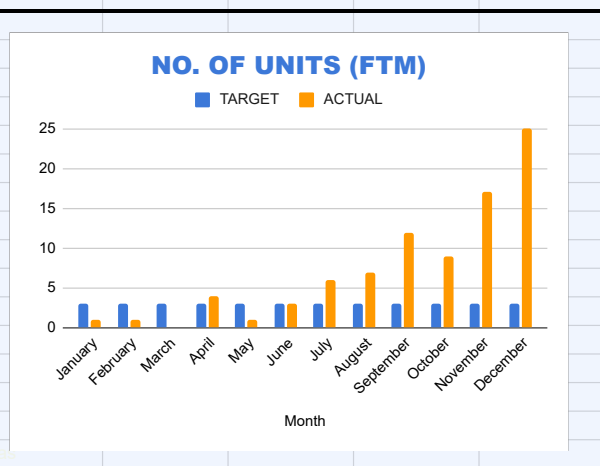
**YTD CHARTS**



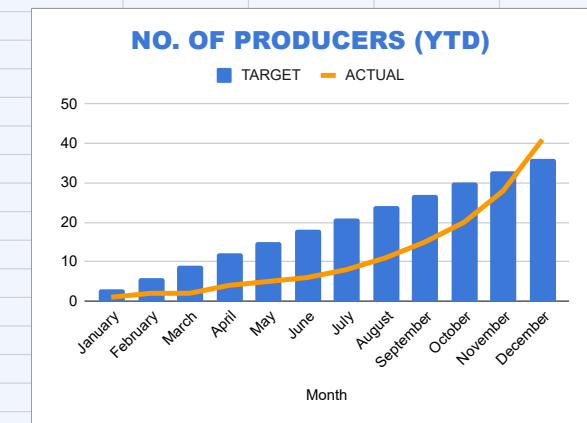
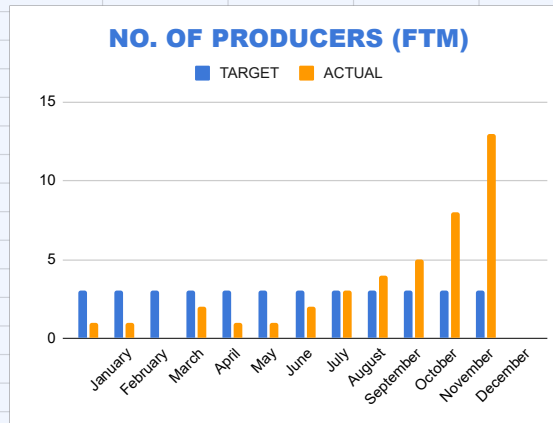
Gross Sales - Leased Properties						
Month	FTM			YTD		
	TARGET	ACTUAL	%	TARGET	ACTUAL	%
January	50,000.00	17,000.00	34.00%	50,000.00	17,000.00	34.00%
February	50,000.00	17,000.00	34.00%	100,000.00	34,000.00	34.00%
March	50,000.00	0.00	0.00%	150,000.00	34,000.00	22.67%
April	50,000.00	117,000.00	234.00%	200,000.00	151,000.00	75.50%
May	50,000.00	40,000.00	80.00%	250,000.00	191,000.00	76.40%
June	50,000.00	88,500.00	177.00%	300,000.00	279,500.00	93.17%
July	50,000.00	112,500.00	225.00%	350,000.00	392,000.00	112.00%
August	50,000.00	85,500.00	171.00%	400,000.00	477,500.00	119.38%
September	50,000.00	234,000.00	468.00%	450,000.00	711,500.00	158.11%
October	50,000.00	222,000.00	444.00%	500,000.00	933,500.00	186.70%
November	50,000.00	402,500.00	805.00%	550,000.00	1,336,000.00	242.91%
December	50,000.00	581,500.00	1163.00%	600,000.00	1,917,500.00	319.58%



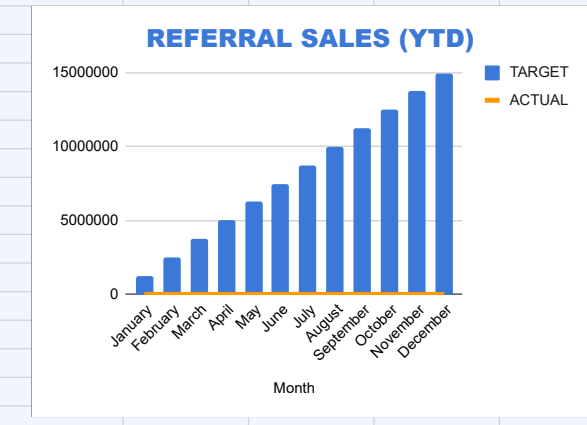
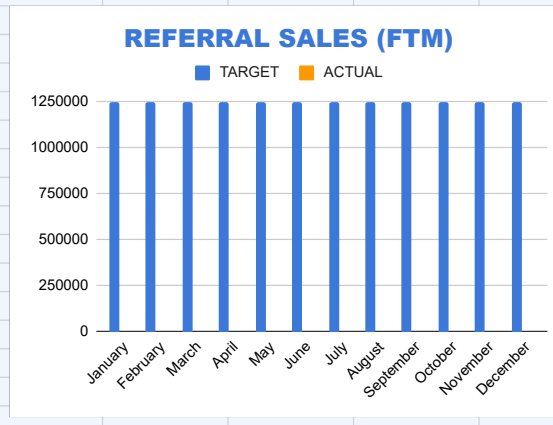
No. of Sold & Leased Out Units						
Month	FTM			YTD		
	TARGET	ACTUAL	%	TARGET	ACTUAL	%
January	3	1	33.33%	3	1	33.33%
February	3	1	33.33%	6	2	33.33%
March	3	0	0.00%	9	2	22.22%
April	3	4	133.33%	12	6	50.00%
May	3	1	33.33%	15	7	46.67%
June	3	3	100.00%	18	10	55.56%
July	3	6	200.00%	21	16	76.19%
August	3	7	233.33%	24	23	95.83%
September	3	12	400.00%	27	35	129.63%
October	3	9	300.00%	30	44	146.67%
November	3	17	566.67%	33	61	184.85%
December	3	25	833.33%	36	86	238.89%



Month	Producer Count					
	FTM			YTD		
	TARGET	ACTUAL	%	TARGET	ACTUAL	%
January	3	1	33.33%	3	1	33.33%
February	3	1	33.33%	6	2	33.33%
March	3	0	0.00%	9	2	22.22%
April	3	2	66.67%	12	4	33.33%
May	3	1	33.33%	15	5	33.33%
June	3	1	33.33%	18	6	33.33%
July	3	2	66.67%	21	8	38.10%
August	3	3	100.00%	24	11	45.83%
September	3	4	133.33%	27	15	55.56%
October	3	5	166.67%	30	20	66.67%
November	3	8	266.67%	33	28	84.85%
December	3	13	433.33%	36	41	113.89%



Month	Referral Sales					
	FTM			YTD		
	TARGET	ACTUAL	%	TARGET	ACTUAL	%
January	1,250,000.00	0.00	0.00%	1,250,000.00	0.00	0.00%
February	1,250,000.00	0.00	0.00%	2,500,000.00	0.00	0.00%
March	1,250,000.00	0.00	0.00%	3,750,000.00	0.00	0.00%
April	1,250,000.00	0.00	0.00%	5,000,000.00	0.00	0.00%
May	1,250,000.00	0.00	0.00%	6,250,000.00	0.00	0.00%
June	1,250,000.00	0.00	0.00%	7,500,000.00	0.00	0.00%
July	1,250,000.00	0.00	0.00%	8,750,000.00	0.00	0.00%
August	1,250,000.00	0.00	0.00%	10,000,000.00	0.00	0.00%
September	1,250,000.00	0.00	0.00%	11,250,000.00	0.00	0.00%
October	1,250,000.00	0.00	0.00%	12,500,000.00	0.00	0.00%
November	1,250,000.00	0.00	0.00%	13,750,000.00	0.00	0.00%
December	1,250,000.00	0.00	0.00%	15,000,000.00	0.00	0.00%



Month	Recruitment					
	FTM			YTD		
	TARGET	ACTUAL	%	TARGET	ACTUAL	%
January	5		0.00%	5		0.00%
February	5		0.00%	10	0	0.00%
March	5		0.00%	15	0	0.00%
April	5		0.00%	20	0	0.00%
May	5		0.00%	25	0	0.00%
June	5		0.00%	30	0	0.00%
July	5		0.00%	35	0	0.00%
August	5		0.00%	40	0	0.00%
September	5	1	20.00%	45	1	2.22%
October	5	3	60.00%	50	4	8.00%
November	5	12	240.00%	55	16	29.09%
December	5	2	40.00%	60	18	30.00%

