

Sales Representative	Forecast \$		Book Quarter			
	Unweighted	Weighted	Apr/01 - Jun/01	Jul/01 - Sep/01	Oct/01 - Dec/01	Jan/02 - Mar/02
<b>Harvey King</b>						
Rockville Office/Regardie Brooks and Lewis (80%)	213,000	170,400				170,400
<b>Robert A Warden</b>						
<b>Kimberly A Sole</b>						
Computer Science Course/American University (60%)	60,000	36,000		36,000		
MS Office Upgrade for English Dept/George Washington University (90%)	40,000	36,000				36,000
Kimberly A Sole	100,000	72,000	0	36,000	0	36,000
<b>Norman B Roberts</b>						
Library Internet Access/University of California (70%)	11,500	8,050			8,050	
Norman B Roberts	11,500	8,050	0	0	8,050	0
Robert A Warden	111,500	80,050	0	36,000	8,050	36,000
<b>Gordon V Fletcher</b>						
Internet Connectivity Software/Maryland Retirement and Pension System (50%)	9,000	4,500			4,500	
<b>Leslie M Pitts</b>						
Property Software/DC Housing and Urban Development (70%)	250,000	175,000			175,000	
Leslie M Pitts	250,000	175,000	0	0	175,000	0
Gordon V Fletcher	259,000	179,500	0	0	179,500	0
<b>Marilyn G Dalton</b>						
Getting office wired/Regardie Brooks and Lewis (100%)	10,500	10,500				10,500
Win95 to Win98 Upgrade/Comprehensive Financial Services (100%)	300,000	300,000			300,000	
<b>Anthony A Cuozzo</b>						
Computer purchase from CMP/Regardie Brooks and Lewis (30%)	5,450	1,635			1,635	
New Legal Software/Bernstein and Levinsworth (70%)	8,750	6,125			6,125	
Office 2000 Upgrade/Bernstein and Levinsworth (70%)	12,900	9,030		9,030		
Anthony A Cuozzo	27,100	16,790	0	9,030	7,760	0
<b>Alexandra Jones, Martin K Langley</b>						
New Lab/Widjets, Incorporated (80%)	7,812	6,250				6,250
<b>Shi X Yim</b>						
Adding a new Medical Lab/Childrens National Medical Center (50%)	47,500	23,750		23,750		
New Hospital Wing/Shady Grove Adventist Hospital (10%)	25,000	2,500				2,500
Shi X Yim	72,500	26,250	0	23,750	0	2,500
<b>Staci J Leonard</b>						
Adding a new Medical Lab/Childrens National Medical Center (60%)	47,500	28,500		28,500		
New Legal Software/Bernstein and Levinsworth (80%)	3,750	3,000			3,000	
Staci J Leonard	51,250	31,500	0	28,500	3,000	0

Sales Representative Opportunity/Account	Forecast \$		Book Quarter			
	Unweighted	Weighted	Apr/01 - Jun/01	Jul/01 - Sep/01	Oct/01 - Dec/01	Jan/02 - Mar/02
Alexandra Jones, Martin K Langley	131,562	64,000	0	52,250	3,000	8,750
Marilyn G Dalton	469,162	391,289	0	61,280	310,760	19,250
Harvey King	1,052,662	821,239	0	97,280	498,310	225,650
<b>Grand Totals:</b>	<b>1,052,662</b>	<b>821,239</b>	<b>0</b>	<b>97,280</b>	<b>498,310</b>	<b>225,650</b>



