

## IOI Partners Initiative Scorecard

NO.	TARGET TO IMPROVE	2016 JOP	YTD		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	
1	Increase average sales call/month from 10 - 20	10		PY	7	7	8	8	8	8	7	9	9	8	10	10	
				TARGET	10	10	11	12	15	18	20	20	20	20	20	20	20
				ACTUAL													
2	Increase qualified leads for product line A from 25/month to 100/month	25		PY	20	20	18	18	22	20	19	23	25	25	25	25	
				TARGET	25	30	40	50	65	80	80	80	100	100	100	100	
				ACTUAL													

PY = PRIOR YEAR

JOP = JUMPING OFF POINT

At or above target

Below target