

	October 2021			November 2021			December 2021			Q4 Totals		
	Projection	Actual	Difference	Projection	Actual	Difference	Projection	Actual	Difference	Projection	Actual	Difference
Call Time	\$6,000.00	\$6,000.00	\$0.00	\$6,000.00	\$2,800.00	\$3,200.00	\$7,000.00	\$0.00	\$7,000.00	\$19,000.00	\$8,800.00	\$10,200.00
Events	\$3,500.00	\$3,500.00	\$0.00	\$4,000.00	\$2,400.00	\$1,600.00	\$2,000.00	\$0.00	\$2,000.00	\$9,500.00	\$5,900.00	\$3,600.00
Meetings	\$1,000.00	\$1,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$1,000.00	\$0.00
Emails	\$1,000.00	\$1,000.00	\$0.00	\$1,000.00	\$500.00	\$500.00	\$1,500.00	\$0.00	\$1,500.00	\$3,500.00	\$1,500.00	\$2,000.00
Direct Mail	\$0.00	\$0.00	\$0.00	\$1,250.00	\$250.00	\$0.00	\$1,250.00	\$0.00	\$1,250.00	\$2,500.00	\$250.00	\$2,250.00
Misc	\$250.00	\$250.00	\$0.00	\$250.00	\$48.00	\$202.00	\$250.00	\$0.00	\$250.00	\$750.00	\$298.00	\$452.00
TOTALS	\$11,750.00	\$11,750.00	\$0.00	\$12,500.00	\$5,998.00	\$5,502.00	\$12,000.00	\$0.00	\$12,000.00	\$36,250.00	\$17,748.00	\$18,502.00
		97.92%			49.98%			0.00%				
											Goal	\$36,000.00
											Left to Raise	\$18,502.00
											Percent to Goal	49.30%