





ALLSTATE
UNIVERSITY

THE VALUE OF AN APPOINTMENT

1 Appointment slot per day is worth \$837,000 to the company per year.

 ALLSTATE UNIVERSITY		 APPOINTMENT VALUE CALCULATOR				
Metrics	70%	40%	\$11,500			
# Of Appointments	Demo's	Sales	Sales \$	Week	Month	Year
1 Appointment	0.70	0.28	\$3,220.00	\$16,100.00	\$69,230.00	\$837,200.00
2 Appointments	1.40	0.56	\$6,440.00	\$32,200.00	\$138,460.00	\$1,674,400.00
3 Appointments	2.10	0.84	\$9,660.00	\$48,300.00	\$207,690.00	\$2,511,600.00
4 Appointments	2.80	1.12	\$12,880.00	\$64,400.00	\$276,920.00	\$3,348,800.00
5 Appointments	3.50	1.40	\$16,100.00	\$80,500.00	\$346,150.00	\$4,186,000.00
6 Appointments	4.20	1.68	\$19,320.00	\$96,600.00	\$415,380.00	\$5,023,200.00
7 Appointments	4.90	1.96	\$22,540.00	\$112,700.00	\$484,610.00	\$5,860,400.00
8 Appointments	5.60	2.24	\$25,760.00	\$128,800.00	\$553,840.00	\$6,697,600.00
9 Appointments	6.30	2.52	\$28,980.00	\$144,900.00	\$623,070.00	\$7,534,800.00
10 Appointments	7.00	2.80	\$32,200.00	\$161,000.00	\$692,300.00	\$8,372,000.00
11 Appointments	7.70	3.08	\$35,420.00	\$177,100.00	\$761,530.00	\$9,209,200.00
12 Appointments	8.40	3.36	\$38,640.00	\$193,200.00	\$830,760.00	\$10,046,400.00
13 Appointments	9.10	3.64	\$41,860.00	\$209,300.00	\$899,990.00	\$10,883,600.00
14 Appointments	9.80	3.92	\$45,080.00	\$225,400.00	\$969,220.00	\$11,720,800.00
15 Appointments	10.50	4.20	\$48,300.00	\$241,500.00	\$1,038,450.00	\$12,558,000.00

THE VALUE OF AN APPOINTMENT

- 1 Appointment not scheduled per day cost the company **\$837,000** per year.
- 1 Appointment not ran per day costs the company **\$837,000** per year.
- 1 Appointment blocked of the schedule per day costs the company **\$837,000** per year.
- Appointments are one of the companies most valuable assets.

