## 2012 Contact Lens Statistics

|  | January | February | March | April | May | June | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Number of Exams | 224 |  |  |  |  |  | 224 |
| \# of Contact Lens Exams | 99 |  |  |  |  |  | 99 |
| \# of Annual Supply Sales | 46 |  |  |  |  |  | 46 |
| Percentage of Success (Sales/Exams) | 46.5\% | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | 46.5\% |
| Contact Lens Sales (Gross) | \$18,562.00 |  |  |  |  |  | \$18,562.00 |
| Less Discounts | \$0.00 |  |  |  |  |  | \$0.00 |
| Total Sales (Gross) | \$18,562.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,562.00 |
|  |  |  |  |  |  |  | 0\% |
| Contact Lens Purchases (COGS) | \$8,650.38 |  |  |  |  |  | \$8,650.38 |
|  |  |  |  |  |  |  | 0\% |
| Gross Profit (Gross Sales - COGS) | \$9,911.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9,911.62 |


|  | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Number of Exams |  |  |  |  |  |  | 224 |
| \# of Contact Lens Exams |  |  |  |  |  |  | 99 |
| \# of Annual Supply Sales |  |  |  |  |  |  | 46 |
| Percentage of Success (Sales/Exams) | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | 46.5\% |
| Contact Lens Sales (Gross) |  |  |  |  |  |  | \$18,562.00 |
| Less Discounts |  |  |  |  |  |  | \$0.00 |
| Total Sales (Gross) | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,562.00 |
|  |  |  |  |  |  |  |  |
| Contact Lens Purchases (COGS) |  |  |  |  |  |  | \$8,650.38 |
|  |  |  |  |  |  |  |  |
| Gross Profit (Gross Sales - COGS) | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9,911.62 |

## 2013 Contact Lens Statistics

|  | January | February | March | April | May | June | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Number of Exams | 224 |  |  |  |  |  | 224 |
| \# of Contact Lens Exams | 99 |  |  |  |  |  | 99 |
| \# of Annual Supply Sales | 46 |  |  |  |  |  | 46 |
| Percentage of Success (Sales/Exams) | 46.5\% | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | 46.5\% |
| Contact Lens Sales (Gross) | \$18,562.00 |  |  |  |  |  | \$18,562.00 |
| Less Discounts | \$0.00 |  |  |  |  |  | \$0.00 |
| Total Sales (Gross) | \$18,562.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,562.00 |
|  |  |  |  |  |  |  | 0\% |
| Contact Lens Purchases (COGS) | \$8,650.38 |  |  |  |  |  | \$8,650.38 |
|  |  |  |  |  |  |  | 0\% |
| Gross Profit (Gross Sales - COGS) | \$9,911.62 | \$0.00 | \$0.00 | $\underline{\$ 0.00}$ | \$0.00 | $\underline{\$ 0.00}$ | \$9,911.62 |


|  | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Number of Exams |  |  |  |  |  |  | 224 |
| \# of Contact Lens Exams |  |  |  |  |  |  | 99 |
| \# of Annual Supply Sales |  |  |  |  |  |  | 46 |
| Percentage of Success (Sales/Exams) | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | 46.5\% |
| Contact Lens Sales (Gross) |  |  |  |  |  |  | \$18,562.00 |
| Less Discounts |  |  |  |  |  |  | \$0.00 |
| Total Sales (Gross) | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,562.00 |
|  |  |  |  |  |  |  |  |
| Contact Lens Purchases (COGS) |  |  |  |  |  |  | \$8,650.38 |
|  |  |  |  |  |  |  |  |
| Gross Profit (Gross Sales - COGS) | $\underline{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9,911.62 |

## 2014 Contact Lens Statistics

|  | January | February | March | April | May | June | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Number of Exams | 224 |  |  |  |  |  | 224 |
| \# of Contact Lens Exams | 99 |  |  |  |  |  | 99 |
| \# of Annual Supply Sales | 46 |  |  |  |  |  | 46 |
| Percentage of Success (Sales/Exams) | 46.5\% | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | 46.5\% |
| Contact Lens Sales (Gross) | \$18,562.00 |  |  |  |  |  | \$18,562.00 |
| Less Discounts | \$0.00 |  |  |  |  |  | \$0.00 |
| Total Sales (Gross) | \$18,562.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,562.00 |
|  |  |  |  |  |  |  | 0\% |
| Contact Lens Purchases (COGS) | \$8,650.38 |  |  |  |  |  | \$8,650.38 |
|  |  |  |  |  |  |  | 0\% |
| Gross Profit (Gross Sales - COGS) | \$9.911.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9,911.62 |


|  | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Number of Exams |  |  |  |  |  |  | 224 |
| \# of Contact Lens Exams |  |  |  |  |  |  | 99 |
| \# of Annual Supply Sales |  |  |  |  |  |  | 46 |
| Percentage of Success (Sales/Exams) | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | 46.5\% |
| Contact Lens Sales (Gross) |  |  |  |  |  |  | \$18,562.00 |
| Less Discounts |  |  |  |  |  |  | \$0.00 |
| Total Sales (Gross) | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,562.00 |
|  |  |  |  |  |  |  |  |
| Contact Lens Purchases (COGS) |  |  |  |  |  |  | \$8,650.38 |
|  |  |  |  |  |  |  |  |
| Gross Profit (Gross Sales - COGS) | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9,911.62 |

## 2015 Contact Lens Statistics

|  | January | February | March | April | May | June | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Number of Exams | 224 |  |  |  |  |  | 224 |
| \# of Contact Lens Exams | 99 |  |  |  |  |  | 99 |
| \# of Annual Supply Sales | 46 |  |  |  |  |  | 46 |
| Percentage of Success (Sales/Exams) | 46.5\% | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | 46.5\% |
| Contact Lens Sales (Gross) | \$18,562.00 |  |  |  |  |  | \$18,562.00 |
| Less Discounts | \$0.00 |  |  |  |  |  | \$0.00 |
| Total Sales (Gross) | \$18,562.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,562.00 |
|  |  |  |  |  |  |  | 0\% |
| Contact Lens Purchases (COGS) | \$8,650.38 |  |  |  |  |  | \$8,650.38 |
|  |  |  |  |  |  |  | 0\% |
| Gross Profit (Gross Sales - COGS) | \$9,911.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9,911.62 |


|  | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Number of Exams |  |  |  |  |  |  | 224 |
| \# of Contact Lens Exams |  |  |  |  |  |  | 99 |
| \# of Annual Supply Sales |  |  |  |  |  |  | 46 |
| Percentage of Success (Sales/Exams) | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | \#DIV/0! | 46.5\% |
| Contact Lens Sales (Gross) |  |  |  |  |  |  | \$18,562.00 |
| Less Discounts |  |  |  |  |  |  | \$0.00 |
| Total Sales (Gross) | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,562.00 |
|  |  |  |  |  |  |  |  |
| Contact Lens Purchases (COGS) |  |  |  |  |  |  | \$8,650.38 |
|  |  |  |  |  |  |  |  |
| Gross Profit (Gross Sales - COGS) | $\underline{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9,911.62 |

