

# WALL OF FAME

Color  
Photo

**Top Technician**  
(with name plate for  
12 months)

Color  
Photo

**Top Installer**  
(with name plate for  
12 months)

Color  
Photo

**Top Salesman**  
(with name plate for  
12 months)

Color  
Photo

**Top Admin**  
(with name plate for  
12 months)

**Installers**

**Monthly Company GOAL**

**Salesman**

Residential  
Commercial

**Salesman**

Residential  
Commercial

**Service Technicians**  
**Maintenance Technicians**

## MONTHLY COMPANY GOALS

**POST DAILY**

## POST WEEKLY

## POST WEEKLY

**POST DAILY**

MONTHLY RESIDENTIAL SALES GOAL		MONTHLY SERVICE REVENUE GOAL		# OF YEARS OF SERVICE AGREEMENT		IAQ SALES REVENUE	
DATE	\$	DATE	\$	#		DATE	\$
				PTU	ESA		

2' x 3' White Marker Board

Subtract using red minus signs

Subtotals using blue

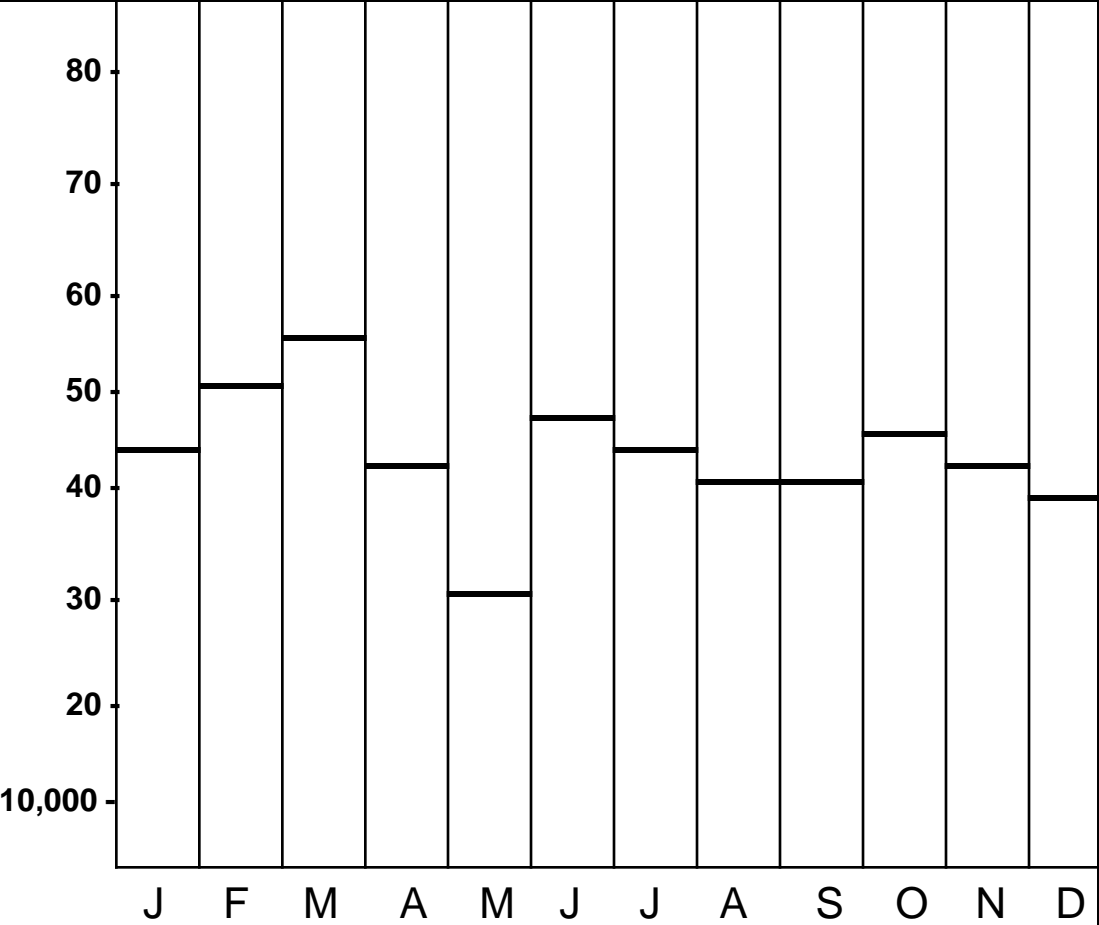
After goal is reached color changes from red to black

# RESIDENTIAL REPLACEMENT GOAL

\$

50% Closing Ratio

\$



\_\_\_\_\_ = goal

Green to goal

Red if deficit

Gold over goal

# INSTALLATION DEPARTMENT POST WEEKLY

## ALPHABETICALLY

## “RED”

[illegible]

# SERVICE DEPARTMENT POST WEEKLY

# “RED”

[illegible]