

2010 YEARBOOK SALES

OUR GOALS

IT'S IMPORTANT TO HAVE GOALS, RIGHT? Right. But first, we need to look back so we can see where we started and then determine where we want to go.

IN 2008, OUR STAFF SOLD _____ BOOKS

- We sold _____ namestamps or nameplates
- We sold _____ yearbooks by 9/30/07
- We sold _____ yearbooks by 12/31/07
- We sold _____ yearbooks by 3/31/08
- We sold _____ yearbooks at distribution
- We had _____ yearbooks left at the end of the year

IN 2009, OUR STAFF SOLD _____ BOOKS

- We sold _____ namestamps or nameplates
- We sold _____ yearbooks by 9/30/08
- We sold _____ yearbooks by 12/31/08
- We sold _____ yearbooks by 3/31/08
- We sold _____ yearbooks at distribution
- We had _____ yearbooks left at the end of the year

IN 2010, OUR STAFF PLANS TO ORDER _____ BOOKS

- | | |
|---------------------------------|---------------------------------|
| • We aim to sell | • We actually sold |
| _____ yearbooks by 9/30/09 | _____ yearbooks by 9/30/09 |
| _____ yearbooks by 12/31/09 | _____ yearbooks by 12/31/09 |
| _____ yearbooks by 3/31/10 | _____ yearbooks by 3/31/10 |
| _____ yearbooks at distribution | _____ yearbooks at distribution |