

# “TOP 10”

## Corporate Dashboard Key Performance Indicators (KPI's)

Track Budget to Actual, Month over Month, Quarter over Quarter and Year over Year

1. Total Sales Revenue (Representative and Customers)
2. New (Representatives and Customers)
3. Lost (Representatives and Customers)
4. Retention Rate (Representatives and Customers)
5. Activity Percentage (Representatives and Customers)
6. Average Order Size (Representatives and Customers)
7. New Preferred (Representatives and Customers)
8. New Auto Ships (Representatives and Customers)
9. Auto Ship Drop Rate (Representatives and Customers)
10. Top 10 Trending Complaints

*For additional questions go to:* [www.DirectSalesExperts.com](http://www.DirectSalesExperts.com)



### ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in “Leadership Identification”. Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel’s strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world’s leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



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