



you've got leads

You've Got Leads REPORTS



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ACTIVITY REPORTS



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Weekly Activity Report

This report shows statistics by quarter of sources of leads, completed tasks for leads, completed tasks for lead sources, and number of referrals by source.

Summary

	01/01/2017	01/08/2017	01/15/2017	01/22/2017	01/29/2017	02/05/2017	02/12/2017	02/19/2017	02/26/2017	03/05/2017	03/12/2017	03/19/2017	03/26/2017	Total
Inquiries	1	3	5	3	4	11	8	6	5	6	4	1	10	67
Deposit	2	2	2	2	2	3	2	2	3	3	1	2	3	29
Move In	1	4	4	3	3	3	2	5	2	3	1	1	3	35
Move Out	3	2	2	2	2	3	3	3	2	2	1	2	1	28
Close - Lost Lead	3	1	5	2	3	3	2	4	2	2	1	2	0	30
Total	10	12	18	12	14	23	17	20	14	16	8	8	17	189

Inquiry Follow-Up

	01/01/2017	01/08/2017	01/15/2017	01/22/2017	01/29/2017	02/05/2017	02/12/2017	02/19/2017	02/26/2017	03/05/2017	03/12/2017	03/19/2017	03/26/2017	Total
Call	5	10	19	8	14	5	16	7	10	6	2	8	6	116
Email	2	1	6	11	5	27	5	4	2	4	2	7	2	78
Fax	0	0	0	0	0	1	0	0	0	0	0	0	0	1
Mail	0	0	0	0	1	0	0	1	0	0	1	0	0	3
Tour	1	2	2	3	4	3	7	4	5	2	1	2	4	40
Re-Tour	0	0	0	0	0	0	0	0	0	1	1	0	0	2
Home Visit	0	1	0	0	0	0	0	1	0	0	0	0	0	2
Assessment	0	0	0	0	1	0	0	0	0	0	0	0	0	1
Transfer	0	0	0	0	1	1	0	0	0	0	0	0	0	2
Other	0	0	0	0	0	0	0	0	0	0	0	0	1	1
Total	8	14	27	22	26	37	28	17	17	13	7	17	13	246

Community Outreach



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Marketing Dashboard

This report provides a snapshot of your overall occupancy, selling activities, inquiries, outreach, deposits, wait lists, move ins, move outs, and occupancy by unit type. Generate the Marketing Dashboard report to view critical property statistics, during the selected week or month time-frame.

Marketing Dashboard

Start Date: Duration: Community:

Occupancy

Care	Beg. Occupancy	Move-Ins	Move-Outs	Transfers In	Transfers Out	End Occupancy
Alzheimer's	16	1	1	0	0	16
Assisted Living	55	1	0	0	0	56
Respite	2	0	0	0	0	2
Retirement	36	0	0	0	0	36
Total	109	2	1	0	0	110

Inquiries

	Phone-Ins	Walk-Ins	Other	Total
New Inquiries	1	1	3	5
Lost Inquiries	0	1	1	2
	Not Qualified	Competition	Other	Total
	Lead Status	Active Inquiries	Percent	
	- select -	20	5.36 %	
	A Lead	213	57.10 %	
	B Lead	93	24.93 %	
	C Lead	47	12.60 %	
	Total:	373		

Selling Activities

Title	Scheduled	Completed
Initial Tours	4	3
Repeat Tours	0	0
Calls	21	10
Mailings	0	0
Email	1	0

Outreach Activities

Title	Scheduled	Completed
Sales Call - Appt.	0	0
Sales Call - Drop By	0	0
Outreach Tours	0	0
Outreach Call	0	0
Outreach Email	0	0
Outreach Mail	0	0

Deposits

Title	Value
Beginning Deposits	24
New Deposits	1
Conversion to Move-In	2

Waiting List

Title	Value
Beginning Wait List	13
New Wait List	0
Conversion to Move-Ins	1

Scheduled Move-Outs

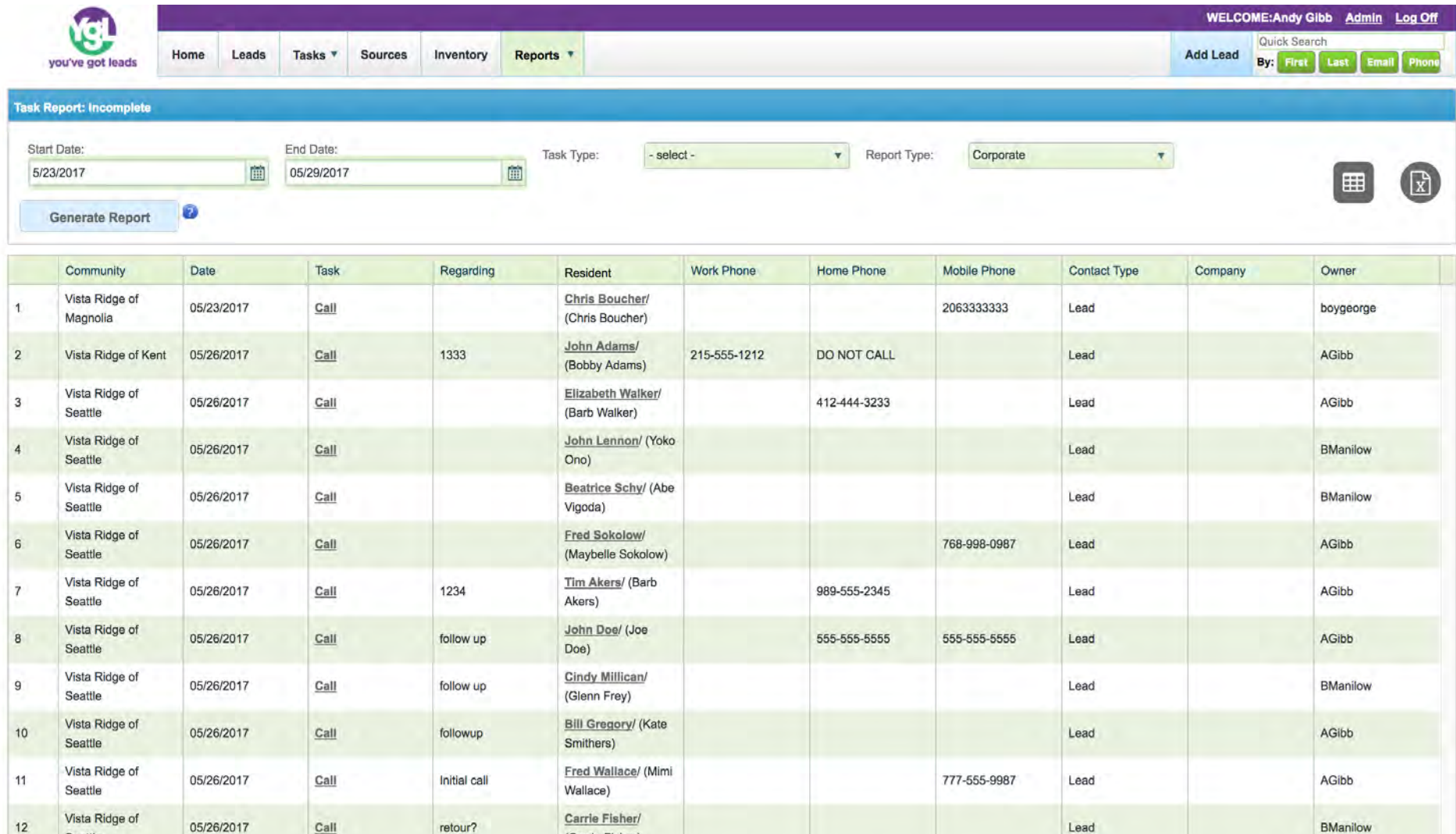
Title	Value
Beginning Sch. Move-Outs	1
New Sch. Move-Outs	1
Conversion to Move-Outs	1

Scheduled Move-Ins

Title	Value
Beginning Sch. Move-Ins	6
New Sch. Move-Ins	2
Conversion to Move-Ins	2

Task Report: Incomplete

This report shows all incomplete tasks by owner for the selected time frame.

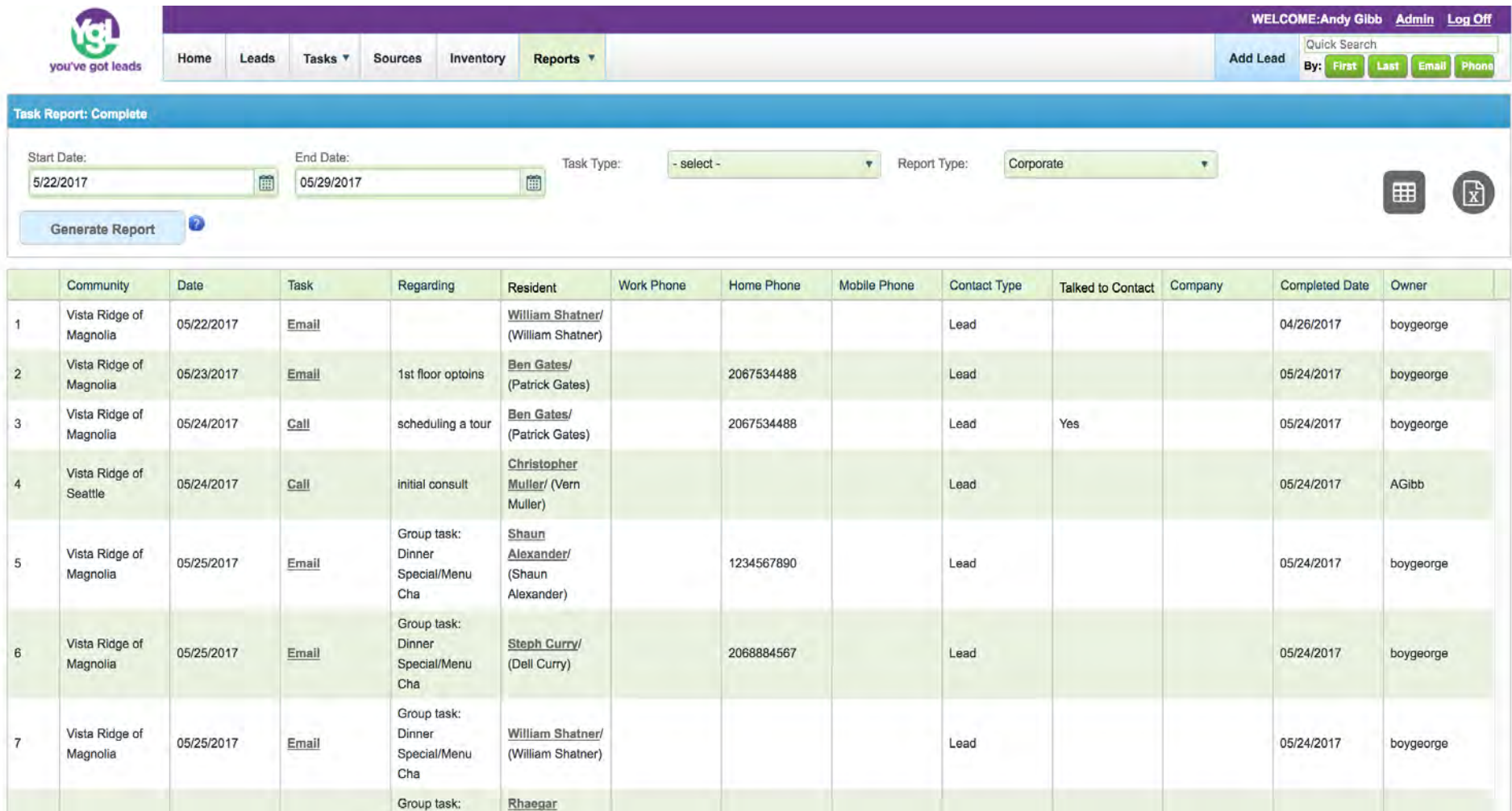


The screenshot displays the YGL software interface. At the top, there is a navigation bar with 'Home', 'Leads', 'Tasks', 'Sources', 'Inventory', and 'Reports'. A 'WELCOME: Andy Gibb' message and 'Admin' and 'Log Off' links are visible. Below the navigation bar, there is a 'Quick Search' field and buttons for 'Add Lead', 'By: First', 'Last', 'Email', and 'Phone'. The main content area is titled 'Task Report: Incomplete' and contains a form with 'Start Date' (5/23/2017), 'End Date' (05/29/2017), 'Task Type' (- select -), and 'Report Type' (Corporate). A 'Generate Report' button is present. Below the form is a table with 12 rows of task data.

	Community	Date	Task	Regarding	Resident	Work Phone	Home Phone	Mobile Phone	Contact Type	Company	Owner
1	Vista Ridge of Magnolia	05/23/2017	Call		Chris Boucher/ (Chris Boucher)			2063333333	Lead		boygeorge
2	Vista Ridge of Kent	05/26/2017	Call	1333	John Adams/ (Bobby Adams)	215-555-1212	DO NOT CALL		Lead		AGibb
3	Vista Ridge of Seattle	05/26/2017	Call		Elizabeth Walker/ (Barb Walker)		412-444-3233		Lead		AGibb
4	Vista Ridge of Seattle	05/26/2017	Call		John Lennon/ (Yoko Ono)				Lead		BManilow
5	Vista Ridge of Seattle	05/26/2017	Call		Beatrice Schy/ (Abe Vigoda)				Lead		BManilow
6	Vista Ridge of Seattle	05/26/2017	Call		Fred Sokolow/ (Maybelle Sokolow)			768-998-0987	Lead		AGibb
7	Vista Ridge of Seattle	05/26/2017	Call	1234	Tim Akers/ (Barb Akers)		989-555-2345		Lead		AGibb
8	Vista Ridge of Seattle	05/26/2017	Call	follow up	John Doe/ (Joe Doe)		555-555-5555	555-555-5555	Lead		AGibb
9	Vista Ridge of Seattle	05/26/2017	Call	follow up	Cindy Millican/ (Glenn Frey)				Lead		BManilow
10	Vista Ridge of Seattle	05/26/2017	Call	followup	Bill Gregory/ (Kate Smithers)				Lead		AGibb
11	Vista Ridge of Seattle	05/26/2017	Call	Initial call	Fred Wallace/ (Mimi Wallace)			777-555-9987	Lead		AGibb
12	Vista Ridge of Seattle	05/26/2017	Call	retour?	Carrie Fisher/ (Carrie Fisher)				Lead		BManilow

Task Report: Completed

This report shows all completed tasks by owner during the selected time frame.



WELCOME: Andy Gibb Admin Log Off

Home Leads Tasks Sources Inventory Reports Add Lead Quick Search

By: First Last Email Phone

Task Report: Complete

Start Date: 5/22/2017 End Date: 05/29/2017 Task Type: - select - Report Type: Corporate

Generate Report

	Community	Date	Task	Regarding	Resident	Work Phone	Home Phone	Mobile Phone	Contact Type	Talked to Contact	Company	Completed Date	Owner
1	Vista Ridge of Magnolia	05/22/2017	Email		William Shatner/ (William Shatner)				Lead			04/26/2017	boygeorge
2	Vista Ridge of Magnolia	05/23/2017	Email	1st floor options	Ben Gates/ (Patrick Gates)		2067534488		Lead			05/24/2017	boygeorge
3	Vista Ridge of Magnolia	05/24/2017	Call	scheduling a tour	Ben Gates/ (Patrick Gates)		2067534488		Lead	Yes		05/24/2017	boygeorge
4	Vista Ridge of Seattle	05/24/2017	Call	initial consult	Christopher Muller/ (Vern Muller)				Lead			05/24/2017	AGibb
5	Vista Ridge of Magnolia	05/25/2017	Email	Group task: Dinner Special/Menu Cha	Shaun Alexander/ (Shaun Alexander)		1234567890		Lead			05/24/2017	boygeorge
6	Vista Ridge of Magnolia	05/25/2017	Email	Group task: Dinner Special/Menu Cha	Steph Curry/ (Dell Curry)		2068884567		Lead			05/24/2017	boygeorge
7	Vista Ridge of Magnolia	05/25/2017	Email	Group task: Dinner Special/Menu Cha	William Shatner/ (William Shatner)				Lead			05/24/2017	boygeorge
				Group task:	Rhaegar								

CONVERSION REPORTS

Conversion Rate Summary

For the selected inquiry time-frame and analysis time-frame, this report shows key metrics and their conversion rates: Number of Inquiries, Tours, Deposits and Move-Ins. Conversions- Tours from Inquiries; Deposits from Tours; Move-ins from Tours; Move-ins from Inquires.

Conversion Rate Summary

Inquiry Start Date: Inquiry End Date: Analysis Start Date: Analysis End Date:

[Generate Report](#) ?

Metric	Value
Industry: Assisted Living	
Group: Key Metrics	
Inquiries	53
Tours	3
Deposits	1
MoveIns	3
Group: Conversion Rates	
Tours/Inquiries	5.66 %
New Deposits/Tours	33.33 %
Move-Ins/Tours	100.00 %
Move-Ins/Inquiries	5.66 %

Conversion Rate Comparison

This report compares total Inquiries, Tours, Deposits, and Move-ins along with the Move-ins to Inquiries ratio for the selected time-frame.

Conversion Rate Comparison						
Start Date:	End Date:	Report Type:				
4/1/2017	05/29/2017	Corporate				
<input type="button" value="Generate Report"/>						
Assisted Living						
Vista Ridge of Gotham	0	0	0	0	0	0%
Total:	0	0	0	0	0	0.00 %
East						
Assisted Living						
Vista Ridge of Little York	1	0	0	0	0	0%
Vista Ridge of Magnolia	8	4	2	2	2	25%
Vista Ridge of The Bronx	0	0	0	0	0	0%
East Total:	9	4	2	2	2	22.22 %
Northwest						
Assisted Living						
Vista Ridge of Anaheim	11	2	0	5	5	45%
Vista Ridge of Bellevue	0	0	0	0	0	0%
Vista Ridge of Blaine	0	0	0	0	0	0%
Vista Ridge of Kent	7	1	1	1	1	14%
Vista Ridge of Portland (training)	0	0	0	0	0	0%
Vista Ridge of Seattle	23	8	4	2	2	9%



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Conversion Rate Trend by Month

This report shows all key metrics and their conversion rates: Number of Inquiries, Tours, Deposits and Move-ins. As well as key conversion ratios like Tours to Move-ins and Move-ins to Inquiries. This report provides a comparison by month.

Conversion Rate Trend by Month

Start Date: End Date: Report Type:

Key Metrics:

	Inquiries	Tours	New Deposits	Move-Ins
April 2016	24	12	1	0
May 2016	12	11	3	5
June 2016	26	13	4	3
July 2016	17	19	4	11
August 2016	76	23	4	11
September 2016	40	14	5	6
October 2016	19	7	1	7
November 2016	26	11	3	21
December 2016	15	7	7	10
January 2017	13	10	9	13
February 2017	30	19	9	13
March 2017	24	11	11	9
April 2017	33	9	5	3
May 2017	20	6	2	7
Total	375	172	68	119

Conversion Rate:

	Tours / Inquiry	New Deposits / Tour	Move-Ins / Inquiry	Move-Ins / Tour	Move-Ins / Deposit
April 2016	50.0 %	8.3 %	0	0	0
May 2016	91.7 %	27.3 %	41.7 %	45.5 %	166.7 %
June 2016	50.0 %	30.8 %	11.5 %	23.1 %	75.0 %
July 2016	111.8 %	21.1 %	64.7 %	57.9 %	275.0 %
August 2016	27.6 %	17.4 %	14.6 %	47.8 %	275.0 %



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Conversion Rate Detail

This report shows all inquiries in a selected time frame along with key conversion ratios in any analysis date range. The report includes the inquiry details, e.g. Name, sales phase and link to the master record and task page.

Conversion Rate Detail by Community

Inquiry Start Date: Inquiry End Date: Analysis Start Date: Analysis End Date:

Community: - all -

Generate Report Depending on the date range selected, this could take up to 2 minutes to generate.

Leads	Tours from Leads	Deposits from Leads	Deposits from Tours	Move-Ins from Leads	Move-Ins from Tours	Move-Ins from Deposits
23	2	1	1	1	1	1
	Tour/Lead Ratio	Deposit/Lead Ratio	Deposit/Tour Ratio	Move-In/Lead Ratio	Move-In/Tour Ratio	Move-In/Deposit Ratio
	8.70 %	4.35 %	50.00 %	4.35 %	50.00 %	100.00 %

Primary Contact	Resident	Sales Phase	Inquiry Date	1st Task Date	1st Task	Made Contact	Tour Date	Deposit Date	Move-Ins	Days to Convert
Yates, Brock	Yates, Brock	Pre-Tour	04/05/2017	04/06/2017	Email					
Beatty, Ned	Beatty, Mary	Pre-Tour	04/05/2017	04/06/2017	Call					
Modesto, Xavier	Modesto, Wilma	Pre-Tour	04/10/2017	04/11/2017	Email					
Clyde, Bonnie	Clyde, Bonnie	Pre-Tour	04/11/2017	04/11/2017	Call					
Zappa, Dweezil	Zappa, Frank	Pre-Tour	04/11/2017	04/12/2017	Call					
Butler, Loren	Butler, Loren	Pre-Tour	04/11/2017	04/13/2017	Call					
Greco, Isaac	Greco, MaryAnne	Post-Tour	04/14/2017	04/19/2017	Call		04/21/2017			
Mayer, Jaxson	Mayer, Jaxson	Pre-Tour	04/17/2017	04/17/2017	Call					
Torrens, Peter	Torrens, Barbara	Closed - Lost Lead	04/17/2017	04/21/2017	Call					
Laughlin, David	Laughlin, Lorrienne	Pre-Tour	04/24/2017	04/24/2017	Call					
Cramden, Ralph	null, null	Create 1st Task	04/26/2017	01/01/0001	null					
Baggins, Christopher	null, null	Create 1st Task	04/27/2017	01/01/0001	null					
TEXTING, NewLEAD	null, null	Create 1st Task	04/27/2017	01/01/0001	null					
Kirkson, Ollie	Kirkson, Ollie	Pre-Tour	04/27/2017	04/27/2017	Call					
Greco, Gerard	Greco, Gerard	Pre-Tour	04/28/2017	05/01/2017	Call					



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Conversion Rate Summary

This report shows all inquiries in a selected time frame along with key conversion ratios for those inquiries in the time frame.

Conversion Rate Summary											
Start Date:		End Date:		Search							
3/13/2017		6/11/2017									
Name	Inquiry	Tours	Deposits	Move-Ins	Tours Per Inquiry	Deposits Per Inquiry	Deposits Per Tour	Move-Ins Per Inquiry	Move-Ins Per Tour	Move-Ins Per Deposit	
Division:											
Vista Ridge of Gotham	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Total	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Division: East											
Vista Ridge of Little York	2	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Vista Ridge of The Bronx	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Vista Ridge of Magnolia	14	8	5	5	57.1 %	35.7 %	62.5 %	35.7 %	62.5 %	100.0 %	
Total	16	8	5	5	50.0 %	31.3 %	62.5 %	31.3 %	62.5 %	100.0 %	
Division: Northwest											
Vista Ridge of Anaheim	19	2	0	3	10.5 %	0.0 %	0.0 %	15.8 %	150.0 %	0.0 %	
Vista Ridge of Portland (training)	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Vista Ridge of Bellevue	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Vista Ridge of Blaine	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Vista Ridge of Kent	8	1	1	1	12.5 %	12.5 %	100.0 %	12.5 %	100.0 %	100.0 %	
Vista Ridge of Seattle	26	2	1	1	7.7 %	3.8 %	50.0 %	3.8 %	50.0 %	100.0 %	
Total	53	5	2	5	9.4 %	3.8 %	40.0 %	9.4 %	100.0 %	100.0 %	
Division: Southeast											
Vista Ridge of Jacksonville	1	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Vista Ridge of Wildwood	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Vista Ridge of Atlanta	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Vista Ridge of Savannah	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Total	1	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Division: Southwest											
Vista Ridge of Compton	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Vista Ridge of Fair Oaks	0	0	0	0	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	

INVENTORY + OCCUPANCY REPORTS



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Occupancy + Vacancy Forecast

This report shows current and future occupancy statistics by community. It links to the Inventory Report for each community listed.

Note: The start date is ignored for this report. The End Date is used to calculate future Occupancy metrics.

Occupancy & Vacancy Forecast

End Date:

Report Type: Region:

Vista Ridge of Compton

Apartment Type	Number of Units	Current Units Occupied	Current Units Vacant	Current % Occupied	Future Units Occupied	Future Units Vacant	Scheduled Change	Future Units Occupied
Studio	80	1	79	1.25 %	1	79	0	1.25 %
1 Bedroom	15	1	14	6.67 %	1	14	0	6.67 %
2 Bedroom	5	0	5	0.00 %	0	5	0	0.00 %
Total:	100	2	98	2.00 %	2	98	0	2.00 %

Vista Ridge of Fair Oaks

Apartment Type	Number of Units	Current Units Occupied	Current Units Vacant	Current % Occupied	Future Units Occupied	Future Units Vacant	Scheduled Change	Future Units Occupied
Studio	10	1	9	10.00 %	1	9	0	10.00 %
Total:	10	1	9	10.00 %	1	9	0	10.00 %

Vista Ridge of Lake Elsinore

Apartment Type	Number of Units	Current Units Occupied	Current Units Vacant	Current % Occupied	Future Units Occupied	Future Units Vacant	Scheduled Change	Future Units Occupied
Studio	3	1	2	33.33 %	1	2	0	33.33 %
1 Bedroom	20	1	19	5.00 %	1	19	0	5.00 %



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Inventory Report

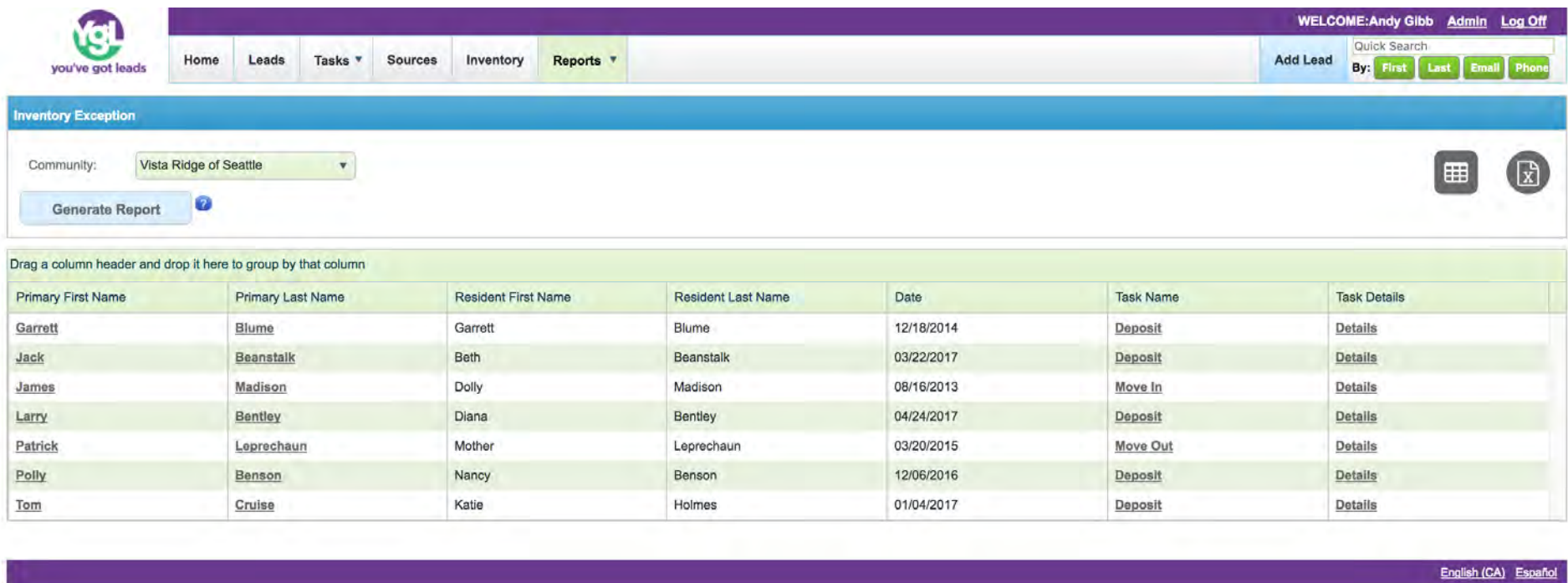
This report shows detailed occupancy information by unit for the selected community. The most recent activity is displayed by default.

Note: The start date is ignored for this report. The End Date is used to calculate future Occupancy metrics.

Unit	Unit Number	Apartment Type	Unit Rate	Resident	Care Level	Funding Type	Respite	Occupancy Type	In Date	Out Date	Length of Stay	Days Until Move-Outs
4	4	1 Bedroom	\$2,000.00	Lisa Frost	Retirement	Private	false	Single/Private	4/18/2017		41	
9	9	1 Bedroom	\$2,000.00	Rocco Manzioni	Retirement	Unknown	false	Single/Private	5/6/2014		1119	
3	3	1 Bedroom	\$2,000.00	Beverly Crusher	Retirement	Private	false	Single/Private	9/24/2013		1343	
5	5	1 Bedroom	\$2,000.00	Lois Lane	Retirement	Private	true	Single/Private	9/10/2013		1357	
14	14	1 Bedroom	\$2,000.00	Beth Scottson	Retirement	Private	false	Single/Private	9/3/2013		1364	
13	13	1 Bedroom	\$2,000.00	Angie Ross	Retirement	Private	false	Single/Private	8/27/2013		1371	
20	20	1 Bedroom	\$2,000.00	Skyler White	Retirement	Private	false	Single/Private	8/20/2013		1378	
7	7	1 Bedroom	\$2,000.00		Retirement	Private	false	Single/Private	8/6/2013		1392	
17	17	1 Bedroom	\$2,000.00	Pat Smith	Retirement	Private	false	Single/Private	7/9/2013		1420	
19	19	1 Bedroom	\$2,000.00	virginia tipton	Retirement	Private	false	Single/Private	7/2/2013		1427	
1	1	1 Bedroom	\$2,000.00	Barb Akers	Retirement	Private	false	Single/Private	6/25/2013		1434	
12	12	1 Bedroom	\$2,000.00	Tiffany Olsen	Retirement	Private	false	Single/Private	6/18/2013		1441	
11	11	1 Bedroom	\$1,500.00	cindy nash	Retirement	Private	false	Single/Private	6/11/2013		1448	
15	15	1 Bedroom	\$2,000.00	marge simpson	Retirement	Private	false	Single/Private	6/4/2013		1455	
8	8	1 Bedroom	\$2,000.00	Beth Lincoln	Retirement	Private	false	Single/Private	5/28/2013		1462	
6	6	1 Bedroom	\$2,000.00	Betty Klein	Retirement	Private	false	Single/Private	5/15/2013		1475	
2	2	1 Bedroom	\$2,000.00	Betty Ross	Respite	Private	true	Single/Private	5/14/2013		1476	
10	10	1 Bedroom	\$1,500.00	Peter Smith	Retirement	Private	false	Single/Private	5/7/2013		1483	

Inventory Exceptions

This report provides a comprehensive list of any exceptions associated with move-in, move-out, and deposit task details.



WELCOME: Andy Gibb [Admin](#) [Log Off](#)

Home Leads Tasks Sources Inventory Reports

Quick Search:

By: [First](#) [Last](#) [Email](#) [Phone](#)

Inventory Exception

Community:

[Generate Report](#) [?](#)

Drag a column header and drop it here to group by that column

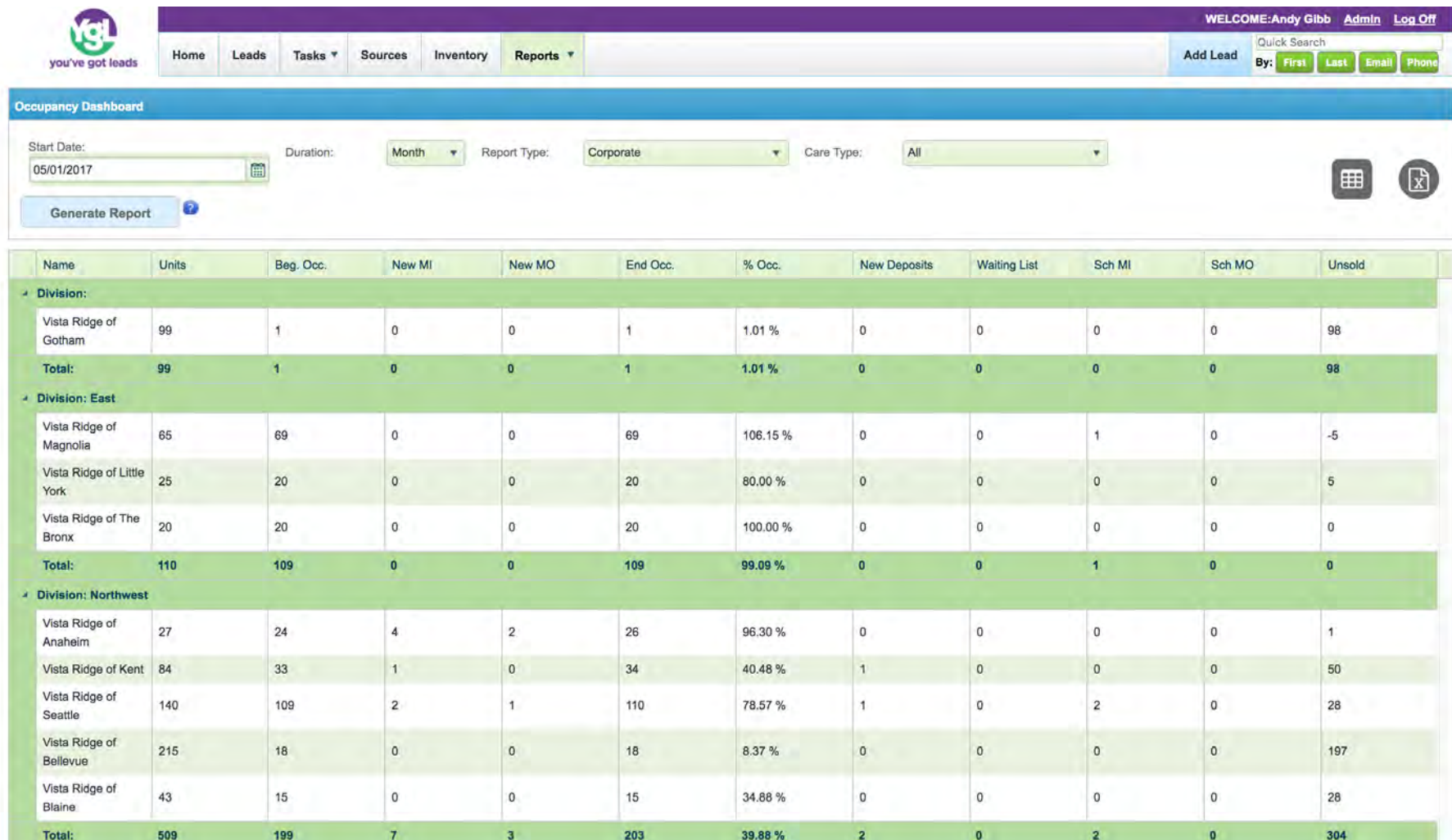
Primary First Name	Primary Last Name	Resident First Name	Resident Last Name	Date	Task Name	Task Details
Garrett	Blume	Garrett	Blume	12/18/2014	Deposit	Details
Jack	Beanstalk	Beth	Beanstalk	03/22/2017	Deposit	Details
James	Madison	Dolly	Madison	08/16/2013	Move In	Details
Larry	Bentley	Diana	Bentley	04/24/2017	Deposit	Details
Patrick	Leprechaun	Mother	Leprechaun	03/20/2015	Move Out	Details
Polly	Benson	Nancy	Benson	12/06/2016	Deposit	Details
Tom	Cruise	Katie	Holmes	01/04/2017	Deposit	Details

English (CA) [Español](#)

Occupancy Dashboard

This report shows each community's occupancy metrics each in their own row.

Note: This report can be generated for a week or a month.



The screenshot shows the YGL Occupancy Dashboard interface. At the top, there is a navigation bar with 'Home', 'Leads', 'Tasks', 'Sources', 'Inventory', and 'Reports'. A user greeting 'WELCOME: Andy Gibb' and 'Admin Log Off' are visible. Below the navigation bar, there are filters for 'Start Date' (05/01/2017), 'Duration' (Month), 'Report Type' (Corporate), and 'Care Type' (All). A 'Generate Report' button is present. The main data table is organized by division and lists various metrics for each community.

Name	Units	Beg. Occ.	New MI	New MO	End Occ.	% Occ.	New Deposits	Waiting List	Sch MI	Sch MO	Unsold
Division:											
Vista Ridge of Gotham	99	1	0	0	1	1.01 %	0	0	0	0	98
Total:	99	1	0	0	1	1.01 %	0	0	0	0	98
Division: East											
Vista Ridge of Magnolia	65	69	0	0	69	106.15 %	0	0	1	0	-5
Vista Ridge of Little York	25	20	0	0	20	80.00 %	0	0	0	0	5
Vista Ridge of The Bronx	20	20	0	0	20	100.00 %	0	0	0	0	0
Total:	110	109	0	0	109	99.09 %	0	0	1	0	0
Division: Northwest											
Vista Ridge of Anaheim	27	24	4	2	26	96.30 %	0	0	0	0	1
Vista Ridge of Kent	84	33	1	0	34	40.48 %	1	0	0	0	50
Vista Ridge of Seattle	140	109	2	1	110	78.57 %	1	0	2	0	28
Vista Ridge of Bellevue	215	18	0	0	18	8.37 %	0	0	0	0	197
Vista Ridge of Blaine	43	15	0	0	15	34.88 %	0	0	0	0	28
Total:	509	199	7	3	203	39.88 %	2	0	2	0	304

Moves, Deposits, Transfers by Care Type

This report shows key resident and apartment metrics grouped by care type and community. It links to the Resident & Apartment Activity Detail report for each community listed.

Note: Respite activity may be indicated by a combination of care level(s) and move in tasks marked with the 'Respite' flag.

Moves, Deposits, Transfers by Care Type

Start Date: 05/01/2017 End Date: 05/29/2017 Report Type: Community Community: Vista Ridge of Seattle

Generate Report

Actual

Care Type	Resident Move-Ins	Resident Move-Outs	Resident Transfer In	Resident Transfer Out	Resident Net	Unit Move-Ins	Unit Move-Outs	Unit Transfer In	Unit Transfer Out	Unit Net	Deposits
Unknown	0	0	0	0	0	0	0	0	0	0	0
Skilled Nursing	0	0	0	0	0	0	0	0	0	0	0
Retirement	0	0	0	0	0	0	0	0	0	0	0
Respite	0	0	0	0	0	0	0	0	0	0	0
Assisted Living	1	0	0	0	1	1	0	0	0	1	0
Alzheimer's	1	0	0	0	1	1	0	0	0	1	0
Total:	2	0	0	0	2	2	0	0	0	2	0

Report Name: Resident and Apartment Activity Detail
Date Range: 2017-05-01T00:00:00 through 2017-06-12T00:00:00
Community: Vista Ridge of Seattle
Care Types: Alzheimer's, Assisted Living, Retirement, Skilled Nursing, Unknown
Include Respite: Yes

Move-Ins

Task Date	Primary Contact	Resident	Unit	Occupancy Type	Care Level	Respite	Funding Type	Apartment Type
6/9/2017	Paulina Grigsby	Paulina Grigsby	501	Single/Private	Assisted Living	No	Private	Studio, 1 Bedroom
5/9/2017	Jack Beanstalk	Beth Beanstalk	5	Single/Private	Assisted Living	No	Private	Studio, 1 Bedroom
6/9/2017	Frank Thomas	Frank Thomas	33	Single/Private	Retirement	No	Private	Studio
5/5/2017	Joseph Sedar	Jerry Sedar	MC605	Single/Private	Alzheimer's	No	Private	1 Bedroom

Move-Outs

Task Date	Primary Contact	Resident	Unit	Occupancy Type	Care Level	Respite	Length of Stay	Reason	Destination
5/6/2017	Joseph Sedar	Jerry Sedar	MC605	Single/Private	Alzheimer's	No	1	Needs higher level of care	Would not divulge destination

Transfers

Task Date	Primary Contact	Resident	Unit	Occupancy Type	Care Level	Respite	Unit	Occupancy Type	Care Level	Respite	Reason
-----------	-----------------	----------	------	----------------	------------	---------	------	----------------	------------	---------	--------

Deposits

Task Date	Primary Contact	Resident	Unit	Care Level	Amount	Waiting List
5/4/2017	Joseph Sedar	Jerry Sedar	MC605	Alzheimer's	\$1,000.00	No

Scheduled

Care Type	Resident Move-Ins	Respite	Resident Move-Outs
Unknown	0	0	0
Skilled Nursing	0	0	0
Retirement	1	0	0
Respite	0	0	0
Assisted Living	0	0	0
Alzheimer's	0	0	0
Total:	1	0	0

Forecast

Care Type	Resident Move-Ins	Respite	Resident Move-Outs
Unknown	0	0	0
Skilled Nursing	0	0	0
Retirement	1	0	0
Respite	0	0	0
Assisted Living	1	0	0
Alzheimer's	1	0	1
Total:	3	0	1

LEAD STATUS REPORTS



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Occupancy Activity Detail

This report can be run with any date range and report type: i.e. Corporate; Division; Region; and Community. The report will show the Occupancy by Unit Type and Care Type along with all move in, move out, transfer in and transfer out metrics. Detailed information with contact and resident names is also shown in this report.

Occupancy Activity Detail

Start Date: 5/1/2017 End Date: 05/29/2017 Report Type: Community Community: Vista Ridge of Seattle

Generate Report

Community: Vista Ridge of Seattle

Occupancy by Care Type

Care	Total Capacity	Beg. Occupancy	% Occ.	Move-Ins	Move-Outs	Transfers In	Transfers Out	Scheduled Move-Ins	Scheduled Move-Outs	End Occupancy	% Occ.	Unsold	Deposits
Alzheimer's	26	16	61.54 %	1	1	0	0	0	0	16	61.54 %	10	1
Assisted Living	65	55	84.62 %	1	0	0	0	0	0	56	86.15 %	9	10
Retirement	47	36	76.60 %	0	0	0	0	1	0	37	78.72 %	10	5
Unknown	0	0	N/A	0	0	0	0	0	0	0	N/A	0	2
Sub Total	138	107	77.54 %	2	1	0	0	1	0	109	78.99 %	29	18
Respite	2	2	100.00 %	0	0	0	0	0	0	2	100.00 %	0	1
Total	140	109	77.86 %	2	1	0	0	1	0	111	79.29 %	29	19

By Unit Type

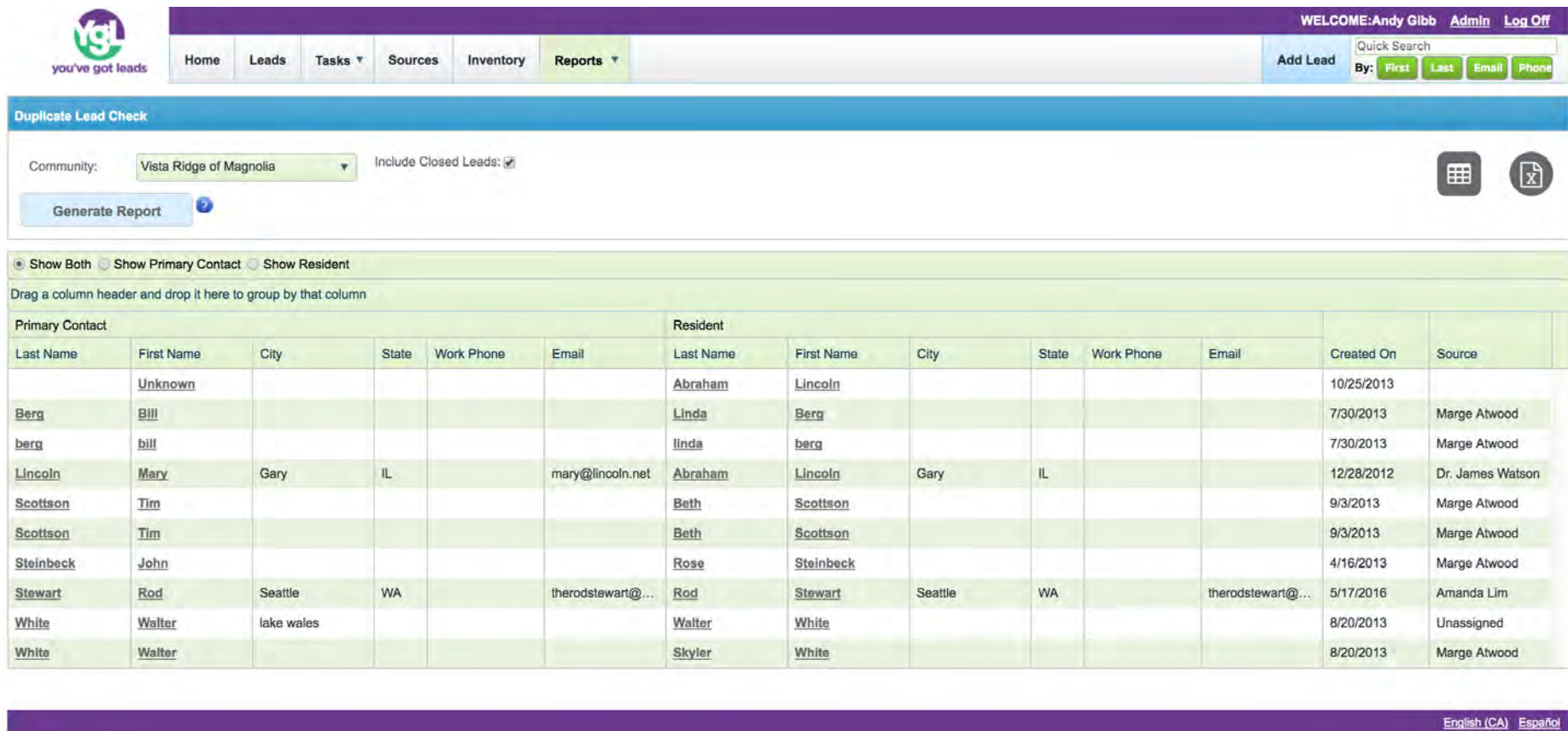
Unit Type	Capacity	Beg. Occupancy	Move-Ins	Move-Outs	Transfers In	Transfers Out	End Occupancy	Sch Move-Ins	Sch Move-Outs	Unsold
1 Bedroom	95	75	2	1	0	0	76	0	0	19
2 Bedroom	10	10	0	0	0	0	10	0	0	0
Companion	5	4	0	0	0	0	4	0	0	1
Studio	30	20	0	0	0	0	21	1	0	9
Unknown	0	0	0	0	0	0	0	0	0	0
Total Units	140	109	2	1	0	0	111	1	0	29

Move-Ins

Resident Name	Move-In Date	Unit #	Source	Detailed Source	Tasks
Beanstalk, Beth	05/09/2017	5	Professional	Steve Casker	Tasks
Sedar, Jerry	05/05/2017	MC605	Professional	Charity Jensen	Tasks

Duplicate Lead Check

This report shows possible lead duplicates based on information in the Primary Contact and Resident Contact.



The screenshot shows the YGL web application interface for the 'Duplicate Lead Check' report. The top navigation bar includes 'Home', 'Leads', 'Tasks', 'Sources', 'Inventory', and 'Reports'. The user is logged in as 'WELCOME: Andy Gibb' with 'Admin' and 'Log Off' options. A search bar is available with filters for 'First', 'Last', 'Email', and 'Phone'. The report is generated for the 'Vista Ridge of Magnolia' community, with 'Include Closed Leads' checked. The report is displayed in a table format, showing columns for 'Primary Contact' and 'Resident' details, along with 'Created On' and 'Source'.

Primary Contact						Resident						Created On	Source
Last Name	First Name	City	State	Work Phone	Email	Last Name	First Name	City	State	Work Phone	Email		
	Unknown					Abraham	Lincoln					10/25/2013	
Berg	Bill					Linda	Berg					7/30/2013	Marge Atwood
berg	bill					linda	berg					7/30/2013	Marge Atwood
Lincoln	Mary	Gary	IL		mary@lincoln.net	Abraham	Lincoln	Gary	IL			12/28/2012	Dr. James Watson
Scottson	Tim					Beth	Scottson					9/3/2013	Marge Atwood
Scottson	Tim					Beth	Scottson					9/3/2013	Marge Atwood
Steinbeck	John					Rose	Steinbeck					4/16/2013	Marge Atwood
Stewart	Rod	Seattle	WA		therodstewart@...	Rod	Stewart	Seattle	WA		therodstewart@...	5/17/2016	Amanda Lim
White	Walter	lake wales				Walter	White					8/20/2013	Unassigned
White	Walter					Skyler	White					8/20/2013	Marge Atwood

Sales Pipeline


This report shows all open leads by community and where in the sales pipeline those leads are. The closer to move-in a lead is, the further to the right it will appear in the pipeline. Note that leads in “Move-in Process” can either have a deposit or a scheduled move-in to qualify as such. These are listed separately to the right of the pipeline.

Note: The selected date range is ignored for this report.

Sales Pipeline

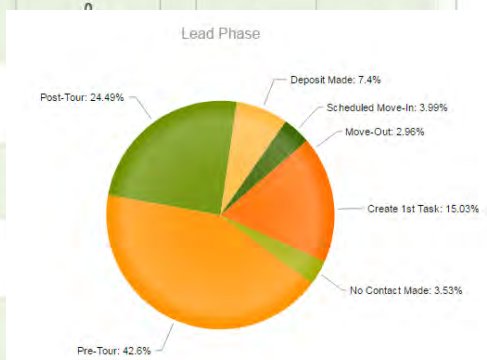
Report Type: Corporate

Generate Report

Assisted Living

Community		Open Leads	Create 1st Task	No Contact Made	Pre-Tour	Post-Tour	Move-Out	Move-In Process	Deposit Made	Scheduled Move-In
Vista Ridge of Anaheim	#	101	4	6	78	4	0	9	2	7
	%		3.96 %	5.94 %	77.23 %	3.96 %	0.00 %	8.91 %		
Vista Ridge of Atlanta	#	20	0	4	11	2	0	3	2	1
	%		0.00 %	20.00 %	55.00 %	10.00 %	0.00 %	15.00 %		
Vista Ridge of Baker	#	11	2	1	5	1	0	2	0	2
	%		18.18 %	9.09 %	45.45 %	9.09 %	0.00 %	18.18 %		
Vista Ridge of Barcelona	#	7	6	1	0	0	0	0		
	%		85.71 %	14.29 %	0.00 %	0.00 %	0.00 %			
Vista Ridge of Bellevue	#	19	1	1	10	2	1			
	%		5.26 %	5.26 %	52.63 %	10.53 %	5.26 %			
Vista Ridge of Blaine	#	15	0	0	8	2	0			
	%		0.00 %	0.00 %	53.33 %	13.33 %	0.00 %			
Vista Ridge of Compton	#	27	3	2	9	3	3			
	%		11.11 %	7.41 %	33.33 %	11.11 %	11.11 %			
Vista Ridge of Cunningham	#	8	0	0	4	0	0			
	%		0.00 %	0.00 %	50.00 %	0.00 %	0.00 %			
	#		5	6	7	2	1			



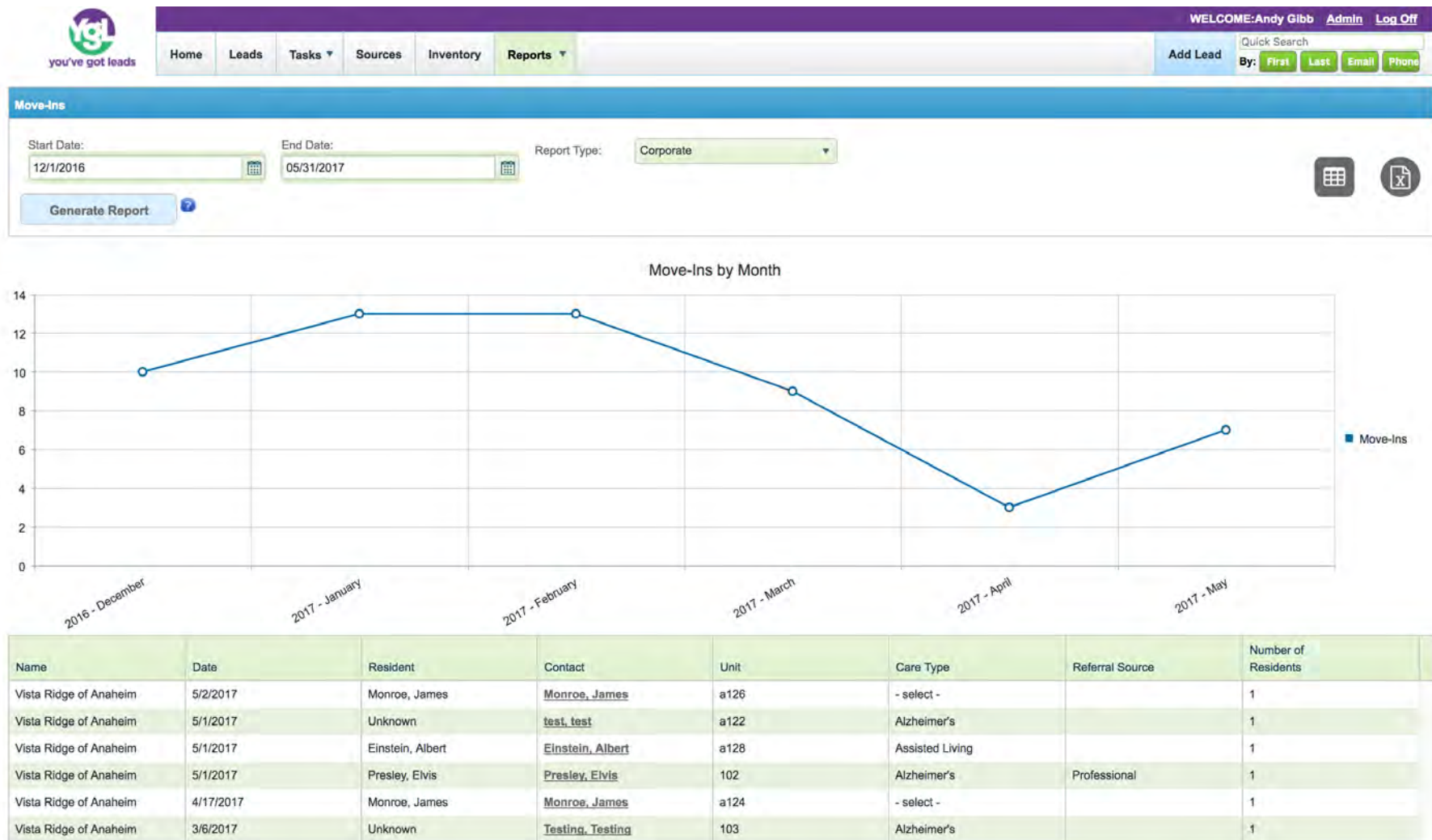
Detailed Sales Pipeline

This report includes a more detailed look at the Sales Pipeline report, specifically the number of days each lead is in each sales phase.

Contact	Inquired	Contact Made	Days to Contact Made	Tour Date	Days to Tour	Days in Post Tour	Deposit Date	Days to Deposit	Days in Deposit	Move-In Date	Days to Convert
Associate: - unassigned -											
Day, Jane	5/26/2017										
Day, Jane	5/22/2017										
Day, Jane	5/22/2017										
			0		0	0		0	0		0
Associate: agibb											
Muller, Christopher	5/24/2017	5/24/2017	0								
Leonard, Hal	5/2/2017										
			0.00		0	0		0	0		0
Associate: bmanilow											
Gentry, Ned	5/8/2017	5/9/2017	1								
Sames, Robb	5/3/2017	5/3/2017	0								
Sedar, Joseph	5/3/2017	5/3/2017	0	5/4/2017	1	0	5/4/2017	1	1	5/5/2017	2
			0.33		1.00	0.00		1.00	1.00		2.00
Associate: sarahjm											
Shaker, Paul	5/29/2017	5/31/2017	2								
			2.00		0	0		0	0		0

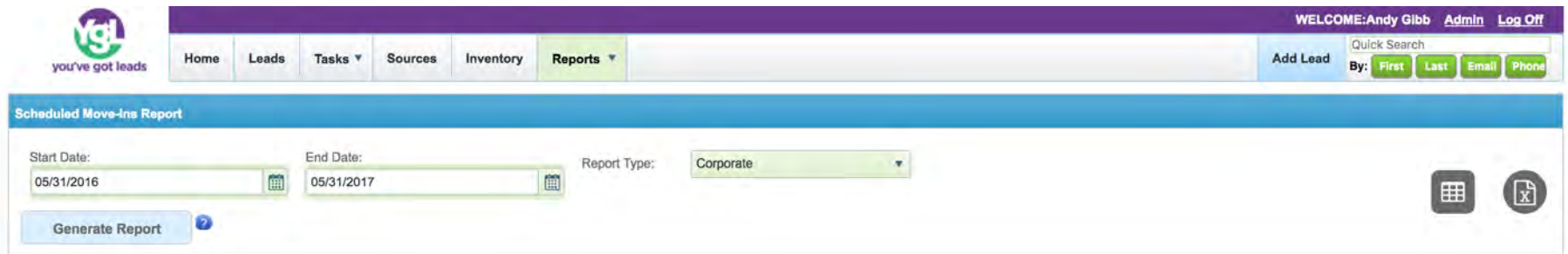
Move-in Report

This report shows the move-ins that occurred during the selected time frame.



Scheduled Move-ins

This report shows the leads that have a move-in task with a scheduled move-in date during the selected time frame.



Vista Ridge of Atlanta

Scheduled Move-in Date	Resident Name	Primary Contact	Unit / Apt. Number	Number of People
12/28/2016	Arthur, Chester	Arthur, Helen	100a	1

Vista Ridge of Baker

Scheduled Move-in Date	Resident Name	Primary Contact	Unit / Apt. Number	Number of People
9/10/2016	Bocachica, Hiram	Castro Marques, Iziane	a100	1
9/8/2016	Lincoln, Abraham	Lincoln, Mary	a110	1

Vista Ridge of Blaine

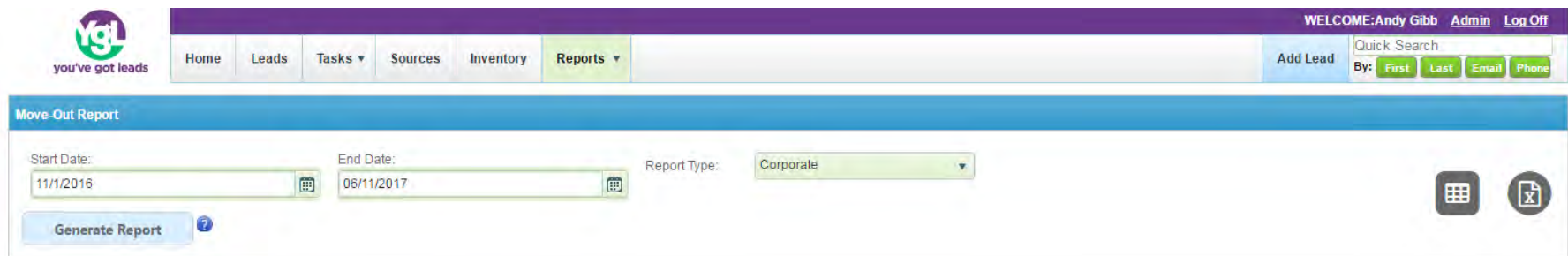
Scheduled Move-in Date	Resident Name	Primary Contact	Unit / Apt. Number	Number of People
9/26/2016	Ross, Angie	Ross, Rick	11M	1
9/10/2016	Cameron, Mike	Douglas, Katie	13M	1
9/9/2016	Burras, Alisa	Beltran, Carlos	10M	1

Vista Ridge of Compton

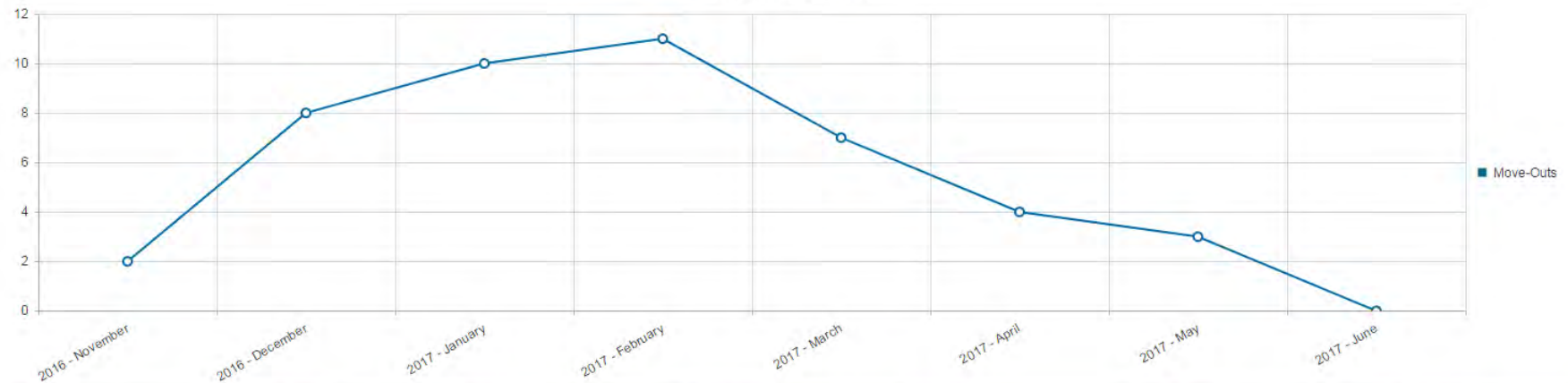
Scheduled Move-in Date	Resident Name	Primary Contact	Unit / Apt. Number	Number of People
9/28/2016	Man, Marlbro	Man, Marlbro	IL13	1
9/14/2016	Harrison, Martha	Harrison, William	MC48	1

Move-out Report

This report shows the move-outs that occurred during the selected time frame.

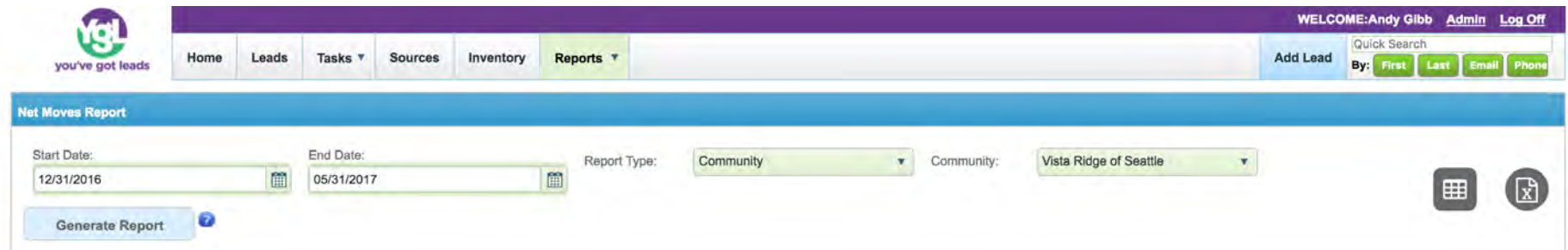


Move Outs by Month



Name	Move-Out Date	Resident	Primary Contact	Unit Number	Move-Out Reason	Move-Out Destination
Vista Ridge of Magnolia	1/11/2017	Alexander, Shaun	Alexander, Shaun	12A	Could not sell home	Moving out on own
Vista Ridge of Magnolia	1/13/2017	Drake, Nathan	Drake, Nathan	10B	Family relocating	Moving in with relatives
Vista Ridge of Magnolia	1/17/2017	Clark, Frank	Clark, Frank	10B	Could not sell home	Moving back to own residence
Vista Ridge of Magnolia	1/18/2017	Largent, Steve	Largent, Steve	10B	Could not sell home	Moving back to own residence
Vista Ridge of Seattle	1/2/2017	Rickman, Alan	Horton, Rima	MC407	Needs nursing home	Moving to a nursing home
Vista Ridge of Magnolia	1/24/2017	Martinez, Edgar	Martinez, Edgar	10B	Could not sell home	Moving back to own residence

This report shows the move-ins and move-outs that occurred during the selected time frame.



The screenshot shows the YGL web application interface. At the top, there is a navigation menu with options: Home, Leads, Tasks, Sources, Inventory, and Reports. The 'Reports' menu is currently selected. On the right side of the navigation bar, there is a 'WELCOME: Andy Gibb' message, 'Admin', and 'Log Off' links. Below the navigation bar, there is a 'Quick Search' field and buttons for 'Add Lead', 'By: First', 'Last', 'Email', and 'Phone'. The main content area is titled 'Net Moves Report' and contains the following configuration options:

- Start Date: 12/31/2016
- End Date: 05/31/2017
- Report Type: Community
- Community: Vista Ridge of Seattle

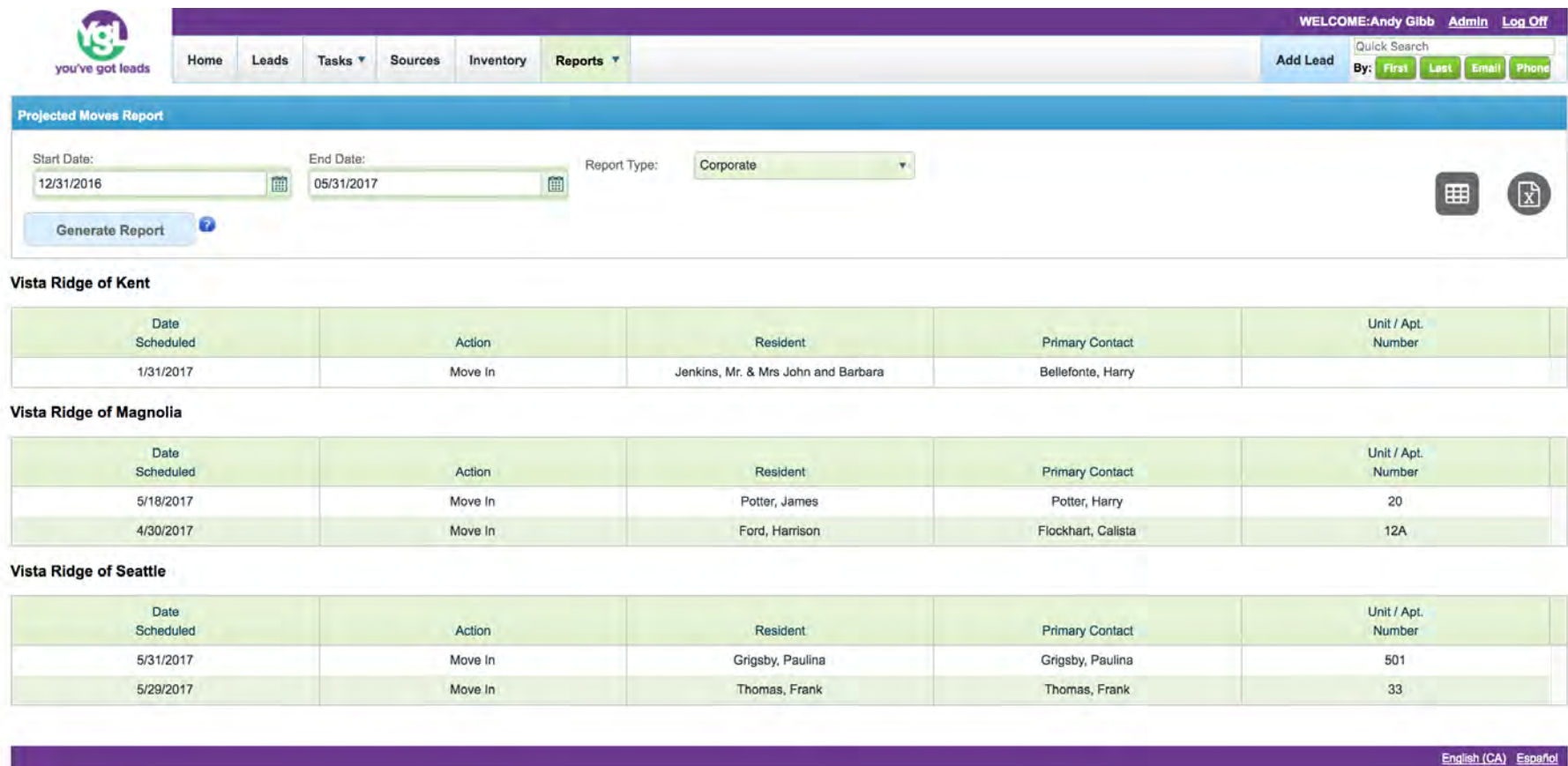
There is a 'Generate Report' button and two icons (a calendar and a document) on the right side of the configuration area.

Vista Ridge of Seattle

Date	Action	Resident	Primary Contact	Unit / Apt. Number
Month: 2017-05				
5/9/2017	Move In	Beanstalk, Beth	Beanstalk, Jack	5
5/5/2017	Move In	Sedar, Jerry	Sedar, Joseph	MC605
5/6/2017	Move Out	Sedar, Jerry	Sedar, Joseph	MC605
Month: 2017-04				
4/12/2017	Move Out	Biddle, Gary	Biddle, Gary	5
4/11/2017	Move Out	Conrad, Bill	Conrad, Larry	501
Month: 2017-03				
3/31/2017	Move In	Davies, Janet	Davies, Greg	502
3/20/2017	Move Out	Hopkins, Anthony	Arroyave, Stella	A103
Month: 2017-02				
2/22/2017	Move In	Barnes, Joe	Barnes, Joe	503
2/22/2017	Move Out	Greco, Nick	Greco, Gerad	509
2/20/2017	Move In	Greco, Nick	Greco, Gerad	509
2/13/2017	Move Out	Bullett, Vicky	Bell, Rob	8
Month: 2017-01				
1/26/2017	Move In	Austen, Jane	Austen, Jane	10
1/19/2017	Move In	Akers, Barb	Akers, Tim	MC400

Projected Moves

This report shows the move-ins and move-outs that are scheduled for the selected time frame.



Projected Moves Report

Start Date: 12/31/2016 End Date: 05/31/2017 Report Type: Corporate

[Generate Report](#)

Vista Ridge of Kent

Date Scheduled	Action	Resident	Primary Contact	Unit / Apt. Number
1/31/2017	Move In	Jenkins, Mr. & Mrs John and Barbara	Bellefonte, Harry	

Vista Ridge of Magnolia

Date Scheduled	Action	Resident	Primary Contact	Unit / Apt. Number
5/18/2017	Move In	Potter, James	Potter, Harry	20
4/30/2017	Move In	Ford, Harrison	Flockhart, Calista	12A

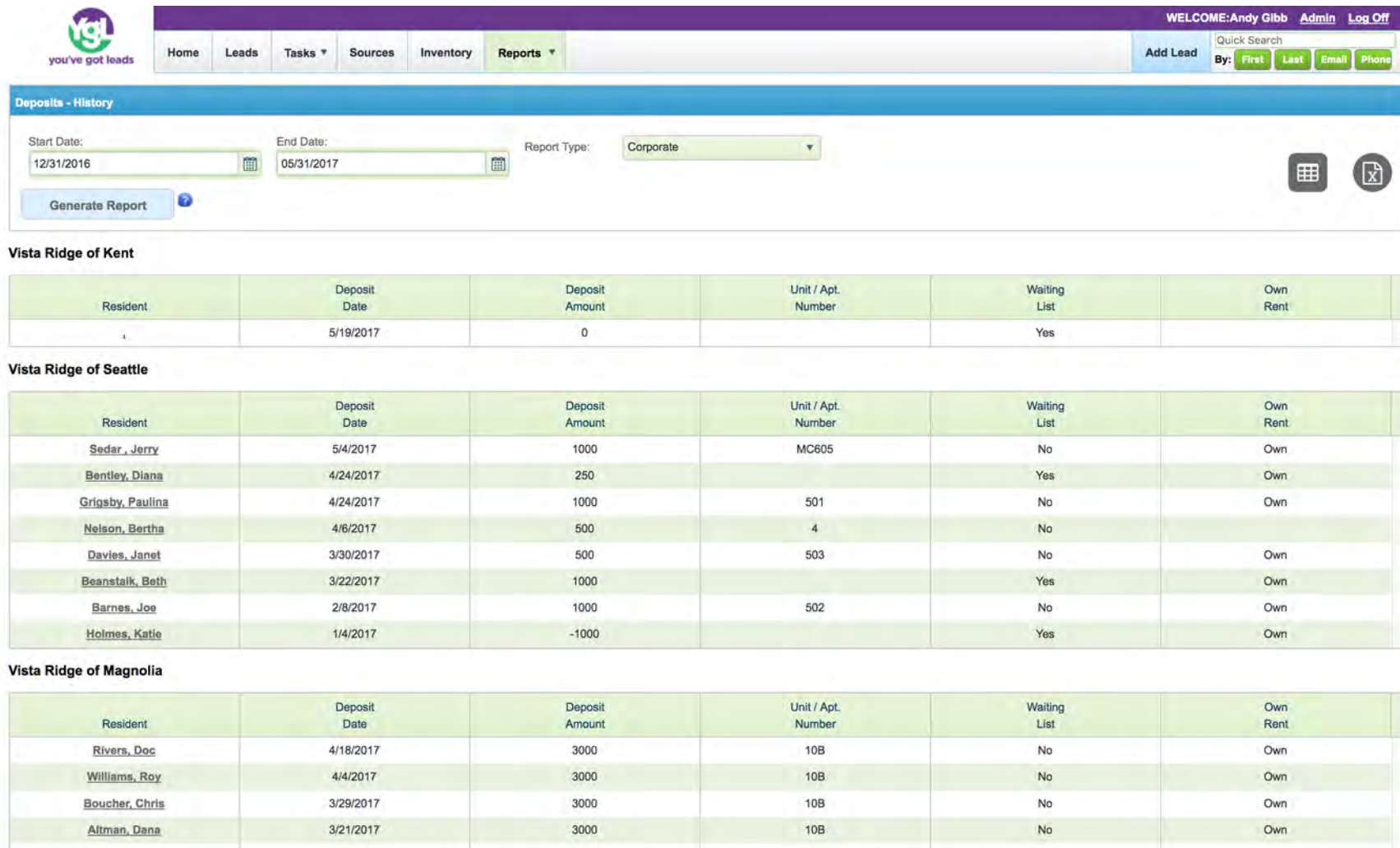
Vista Ridge of Seattle

Date Scheduled	Action	Resident	Primary Contact	Unit / Apt. Number
5/31/2017	Move In	Grigsby, Paulina	Grigsby, Paulina	501
5/29/2017	Move In	Thomas, Frank	Thomas, Frank	33

English (CA) Español

Deposits History

This report shows all leads that have left a deposit at any time. This includes leads that have already moved in, as well as leads that are still open.



The screenshot shows the YGL web application interface. At the top, there is a navigation bar with 'Home', 'Leads', 'Tasks', 'Sources', 'Inventory', and 'Reports'. The 'Reports' menu is active. On the right, there is a user greeting 'WELCOME: Andy Gibb' with 'Admin' and 'Log Off' links, and a search bar with 'Quick Search' and filters for 'By: First', 'Last', 'Email', and 'Phone'. Below the navigation bar, the 'Deposits - History' report is displayed. It includes filters for 'Start Date' (12/31/2016), 'End Date' (05/31/2017), and 'Report Type' (Corporate). A 'Generate Report' button is present. The report is divided into three sections: Vista Ridge of Kent, Vista Ridge of Seattle, and Vista Ridge of Magnolia. Each section contains a table with columns for Resident, Deposit Date, Deposit Amount, Unit / Apt. Number, Waiting List, and Own Rent.

Resident	Deposit Date	Deposit Amount	Unit / Apt. Number	Waiting List	Own Rent
	5/19/2017	0		Yes	

Resident	Deposit Date	Deposit Amount	Unit / Apt. Number	Waiting List	Own Rent
<u>Sedar, Jerry</u>	5/4/2017	1000	MC605	No	Own
<u>Bentley, Diana</u>	4/24/2017	250		Yes	Own
<u>Grigsby, Paulina</u>	4/24/2017	1000	501	No	Own
<u>Nelson, Bertha</u>	4/6/2017	500	4	No	
<u>Davies, Janet</u>	3/30/2017	500	503	No	Own
<u>Beanstalk, Beth</u>	3/22/2017	1000		Yes	Own
<u>Barnes, Joe</u>	2/8/2017	1000	502	No	Own
<u>Holmes, Katie</u>	1/4/2017	-1000		Yes	Own

Resident	Deposit Date	Deposit Amount	Unit / Apt. Number	Waiting List	Own Rent
<u>Rivers, Doc</u>	4/18/2017	3000	10B	No	Own
<u>Williams, Roy</u>	4/4/2017	3000	10B	No	Own
<u>Boucher, Chris</u>	3/29/2017	3000	10B	No	Own
<u>Altman, Dana</u>	3/21/2017	3000	10B	No	Own



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Deposit - Current

This report shows all open leads that have left a deposit (open leads that have not moved in and have a completed deposit task).

Note: The selected date range is ignored for this report.

Deposits - Current

Start Date: 12/31/2016 End Date: 05/31/2017 Report Type: Community Community: Vista Ridge of Seattle

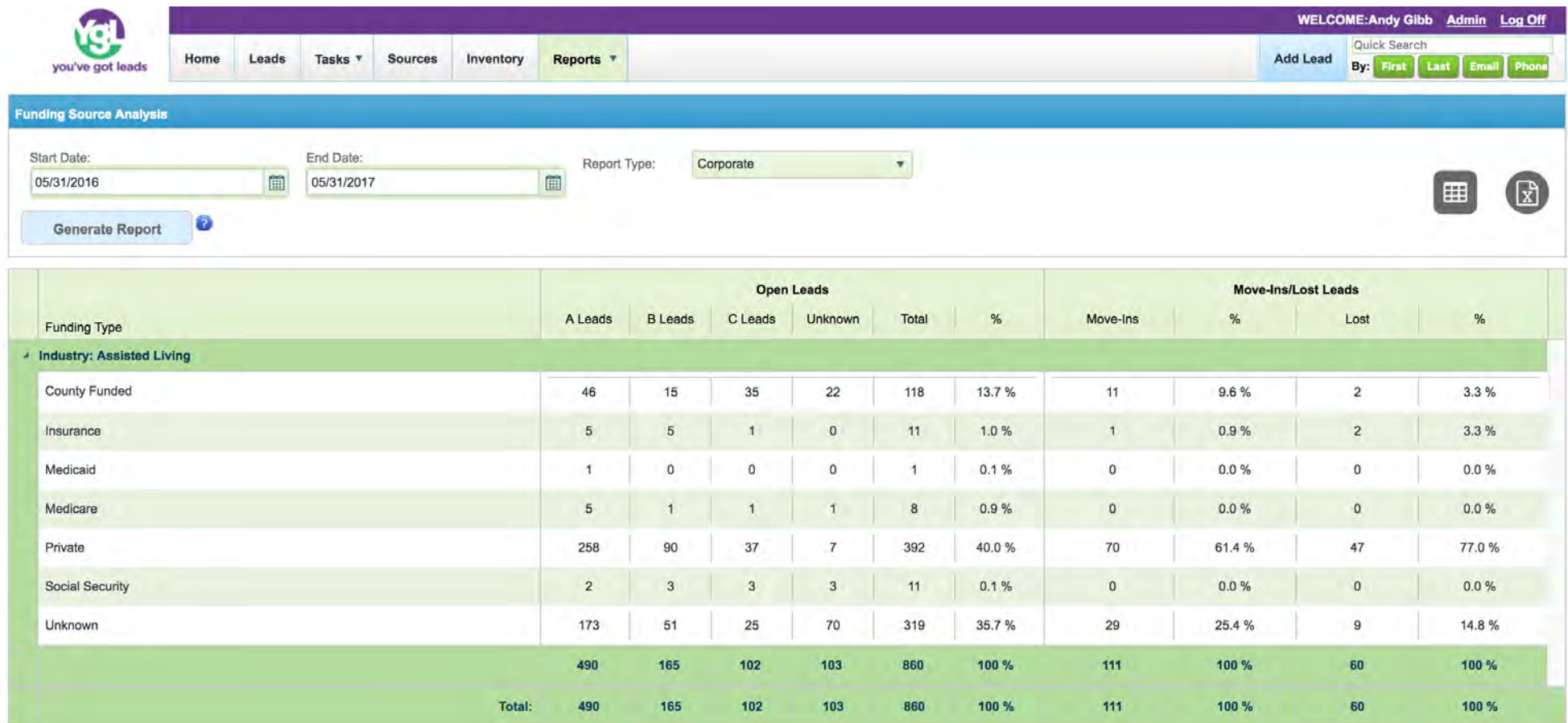
Generate Report

Vista Ridge of Seattle

Resident	Deposit Date	Deposit Amount	Unit / Apt. Number	Waiting List	Own Rent
Bentley, Diana	4/24/2017	250		Yes	Own
Grigsby, Paulina	4/24/2017	1000	501	No	Own
Nelson, Bertha	4/6/2017	500	4	No	
Holmes, Katie	1/4/2017	-1000		Yes	Own
Benson, Nancy	12/6/2016	500		No	Own
Smith, John & Suzy	8/11/2016	0	MC408	Yes	
Mayhew, Hank	8/1/2016	500	55	No	
Jones, Jane	6/8/2016	1000	4	Yes	
de Becque, Emile	2/10/2016	1000	44	Yes	Own
Brondello, Sandy	1/14/2016	1000	23	Yes	Own
Midler, Bette	11/13/2015	500	5	Yes	Own
Bach, Erwin	10/27/2015	500	4	Yes	Own
Rich, Buddy	5/27/2015			No	Rent
Rooney, Mickey	5/21/2015	1000	D103	No	Own
Van Damme, Jean-Claude	4/23/2015	1000	D101	No	Own
Weaver, Sigourney	4/9/2015	1000	B104	No	Own

Funding Source Analysis

This report shows the number of open leads, move-ins, and lost leads by funding type for the selected time frame.



The screenshot shows the YGL web application interface. At the top, there is a navigation bar with 'Home', 'Leads', 'Tasks', 'Sources', 'Inventory', and 'Reports' (selected). A 'WELCOME: Andy Gibb' message and 'Admin' and 'Log Off' links are visible. A 'Quick Search' box is present with 'By: First Last Email Phone' options. Below the navigation bar, the 'Funding Source Analysis' section is active. It includes a 'Start Date' field (05/31/2016), an 'End Date' field (05/31/2017), and a 'Report Type' dropdown menu set to 'Corporate'. A 'Generate Report' button is located below these fields. To the right of the date fields are icons for a calendar and a document with an 'X' (likely for export). The main content area displays a table with the following data:

Funding Type	Open Leads						Move-Ins/Lost Leads			
	A Leads	B Leads	C Leads	Unknown	Total	%	Move-Ins	%	Lost	%
Industry: Assisted Living										
County Funded	46	15	35	22	118	13.7 %	11	9.6 %	2	3.3 %
Insurance	5	5	1	0	11	1.0 %	1	0.9 %	2	3.3 %
Medicaid	1	0	0	0	1	0.1 %	0	0.0 %	0	0.0 %
Medicare	5	1	1	1	8	0.9 %	0	0.0 %	0	0.0 %
Private	258	90	37	7	392	40.0 %	70	61.4 %	47	77.0 %
Social Security	2	3	3	3	11	0.1 %	0	0.0 %	0	0.0 %
Unknown	173	51	25	70	319	35.7 %	29	25.4 %	9	14.8 %
	490	165	102	103	860	100 %	111	100 %	60	100 %
Total:	490	165	102	103	860	100 %	111	100 %	60	100 %



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Lost Lead Analysis

This report shows the total number of times that each “Reason” and each “Destination” was selected for every lead that was closed during the selected time frame.

Reason

Lost Lead Reason	Number	Percent
None	5	8 %
Behavioral Issues	9	15 %

Destination

Lost Lead Reason	Lost Lead Destination	Number	Percent
Concluded respite stay Could not sell home Deceased Family relocating Insufficient financial resources Location Needs higher level of care Not financially qualified	None	12	20 %
	In Hospital	1	2 %
	Moving back to own residence	26	44 %
	Moving in with relatives	7	12 %
	Moving out on own	2	3 %
	Moving to a nursing home	4	7 %
	Moving to competitor assisted Living facility	1	2 %
	Moving to competitor Independent Living facility	1	2 %
	Other	2	3 %
	Staying at home with services	2	3 %
	Would not divulge destination	1	2 %
	Total	59	100 %

LEAD SOURCE AND OUTREACH MANAGEMENT



you've got leads

Lead Source Analysis

Review the number of inquiries, move-ins, and conversion rates by lead source for the selected time frame.

Lead Source Analysis											
Start Date: 6/1/2016		End Date: 06/10/2017		Report Type: Community		Community: Vista Ridge of Seattle					
Generate Report				Care Type: All							
Lead Source	Subcategory	Subcategory Details	Inquiries		Tours		Deposits		Move-Ins		Rate
			#	%	#	%	#	%	#	%	%
Advertising	Direct Mail	May Life Care Mailer	1	1%	0	0%	0	0%	0	0%	0
Advertising	Direct Mail	RoseCastle Spring Direct Mail	1	1%	0	0%	0	0%	0	0%	0
Advertising	Direct Mail	Spring Open House	1	1%	0	0%	0	0%	0	0%	0
Advertising	Direct Mail	Sunshine Retirement-DM-2016	1	1%	0	0%	0	0%	0	0%	0
Advertising	Magazine	2016 Preparing for Holidays	1	1%	0	0%	0	0%	0	0%	0
Drive By			3	4%	2	5%	1	7%	0	0%	0
Family			1	1%	0	0%	0	0%	1	3%	100%
Internet	www.careguide.com		0	0%	0	0%	1	7%	1	3%	0
Internet	www.google.com		6	7%	0	0%	0	0%	0	0%	0
Professional	A Place for Mom		1	1%	8	18%	1	7%	11	38%	1,100%
Professional	Adult Day Center		2	2%	0	0%	0	0%	0	0%	0
Professional	Agency/Association		0	0%	0	0%	1	7%	1	3%	0
Professional	Assisted Living		2	2%	3	7%	1	7%	1	3%	50%
Professional	Continuing Care (CCRC)		1	1%	0	0%	0	0%	0	0%	0
Professional	Geriatric Care Mgr		5	6%	2	5%	1	7%	0	0%	0
Professional	Home Health		25	30%	10	23%	3	20%	6	21%	24%
Professional	Hospital		9	11%	8	18%	2	13%	1	3%	11%
Professional	Independent Living		1	1%	1	2%	0	0%	0	0%	0
Professional	Nursing Home		2	2%	1	2%	1	7%	2	7%	100%



you've got leads

Lead Source Analysis - Advertising

Review the number of inquiries, move-ins, ROI, and conversion rates by lead source - advertising for the selected time frame.

Lead Source Analysis Advertising									
Start Date:		End Date:		Report Type:					
06/10/2016		06/10/2017		Corporate					
<input type="button" value="Generate Report"/>									
Advertising Source	Cost	Inquiries			Move-Ins			Conversion Rate	
		#	%	Cost per	#	%	Cost per	#	
Category: Billboard									
EB SR405 AL	\$2,000.00	1	10.0 %	\$2,000.00	0	0.0 %	\$0.00	0.0 %	
I-5 exit 169	\$2,002.00	1	10.0 %	\$2,002.00	0	0.0 %	\$0.00	0.0 %	
Sub Total	\$4,002.00	2	20.0 %	\$2,001.00	0	0.0 %	\$0.00	0.0 %	
Category: Direct Mail									
May Life Care Mailer	\$500.00	1	10.0 %	\$500.00	0	0.0 %	\$0.00	0.0 %	
news papper	\$250.00	1	10.0 %	\$250.00	0	0.0 %	\$0.00	0.0 %	
Spring Open House	\$500.00	1	10.0 %	\$500.00	0	0.0 %	\$0.00	0.0 %	
Sunshine Retirement-DW-2016	\$250.00	1	10.0 %	\$250.00	0	0.0 %	\$0.00	0.0 %	
Sub Total	\$1,500.00	4	40.0 %	\$375.00	0	0.0 %	\$0.00	0.0 %	
Category: Magazine									
2016 Preparing for Holidays	\$1,500.00	1	10.0 %	\$1,500.00	0	0.0 %	\$0.00	0.0 %	
Elder Health Magazine	\$0.00	1	10.0 %	\$0.00	0	0.0 %	\$0.00	0.0 %	
Elderhealth Magazine	\$0.00	1	10.0 %	\$0.00	1	25.0 %	\$0.00	100.0 %	
NW Senior Living FP ad pg 24	\$250.00	1	10.0 %	\$250.00	0	0.0 %	\$0.00	0.0 %	
Pacific Northwest Elders	\$0.00	2	10.0 %	\$0.00	2	50.0 %	\$0.00	100.0 %	
Sub Total	\$1,750.00	6	50.0 %	\$291.67	3	75.0 %	\$583.33	50.0 %	
Category: Newspaper									
Calhounian Commenter-Feb 07	\$319.00	1	10.0 %	\$319.00	0	0.0 %	\$0.00	0.0 %	
Cinco De Mayo Event	\$200.00	1	10.0 %	\$200.00	0	0.0 %	\$0.00	0.0 %	
Local Paper, Section C8	\$250.00	1	10.0 %	\$250.00	0	0.0 %	\$0.00	0.0 %	
Sub Total	\$769.00	3	30.0 %	\$256.33	0	0.0 %	\$0.00	0.0 %	



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Lead Source Analysis - Special Event

Review the number of inquiries, move-ins, ROI, and conversion rates by lead source - special event for the selected time frame.

The screenshot shows the YGL web application interface for generating a report. At the top, there is a navigation bar with 'Home', 'Leads', 'Tasks', 'Sources', 'Inventory', and 'Reports'. A 'WELCOME: Andy Gibb' message and 'Admin'/'Log Off' links are visible. Below the navigation is a search bar with 'Quick Search' and filters for 'By: First, Last, Email, Phone'. The main section is titled 'Lead Source Analysis Special Events' and contains filters for 'Start Date' (06/10/2016), 'End Date' (06/10/2017), and 'Report Type' (Corporate). A 'Generate Report' button is present. Below the filters is a table with columns for 'Special Event Source', 'Cost', 'Inquiries' (number and percentage), 'Move-Ins' (number and percentage), and 'Conversion Rate' (percentage). The table lists several events and their performance metrics.

Special Event Source	Cost	Inquiries			Move-Ins			Conversion Rate
		#	%	Cost per	#	%	Cost per	#
Category: On Site Event								
Community Welcoming and Barbeque	\$0.00	0	0.0 %	\$0.00	1	50.0 %	\$0.00	0.0 %
December Open House	\$0.00	1	30.0 %	\$0.00	0	0.0 %	\$0.00	0.0 %
healthcare fair	\$0.00	1	30.0 %	\$0.00	0	0.0 %	\$0.00	0.0 %
Jacksonville Health Fair Feb 10	\$500.00	1	30.0 %	\$500.00	0	0.0 %	\$0.00	0.0 %
Senior's Event at CRR	\$200.00	0	0.0 %	\$0.00	1	50.0 %	\$200.00	0.0 %
Sub Total	\$700.00	3	90.0 %	\$233.33	2	100.0 %	\$350.00	66.7 %
Total	\$700.00	3	90.0 %	\$233.33	2	100.0 %	\$350.00	66.7 %

English (CA) Español



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Lead Source Analysis - Trend by Month

This report compares lead sources by type trended by calendar year. This report is available at all levels: Community, Region, Division or Corporate.

Note: The selected end date is used to determine the calendar year for this report.

Lead Source Analysis Trend by Month

End Date: Report Type:

Inquiries

Lead Source	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Advertising	1	2	0	0	1	0	0	0	0	0	0	0	4
Drive By	8	5					13	30	24	33	22	2	0
Family	0	0											0
Friend	0	0											0
Internet	0	0											0
Professional	1	13											14
Public Relations	0	0											0
Resident	0	0											0
Special Event	0	0											0
Unassigned	3	10											13
Yellow Pages	0	0											0
Total Inquiries:	13	30											43

Move-Ins

Lead Source	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Advertising	1	0	1	0	0	0	0	0
Drive By	7	5	0	0	1	0	0	0
Family	0	0	0	0	0	0	0	0
Friend	0	0	0	0	0	0	0	0
Internet	0	0	0	0	0	0	0	0
Professional	3	6	7	2	3	0	0	0
Public Relations	0	0	0	0	0	0	0	0
Resident	0	0	0	0	0	0	0	0
Special Event	1	0	0	0	0	0	0	0
Unassigned	1	2	1	1	3	1	0	0
Yellow Pages	0	0	0	0	0	0	0	0
Total Move-Ins	13	13	9	3	7	1	0	0
Move-Ins/Inquiries	100.00 %	43.33 %	37.50 %	9.09 %	31.82 %	50.00 %	0.00 %	0.00 %

Move-Ins

Lead Source	Jan	Feb
Advertising	1	0
Drive By	7	5
Family	0	0

Referrals as a Supporting Source

Lead Source	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Advertising	0	1	0	2	0	0	0	0
Drive By	0	0	0	0	2	0	0	0
Family	0	0	0	0	0	0	0	0
Friend	0	0	0	0	0	0	0	0
Internet	0	0	1	0	0	0	0	0
Professional	1	0	0	0	0	1	0	0
Public Relations	0	0	0	0	0	0	0	0
Resident	0	0	0	0	0	0	0	0
Special Event	0	0	0	1	0	0	0	0
Unassigned	0	0	0	0	0	0	0	0
Yellow Pages	0	0	0	0	0	0	0	0
Total Referrals As Supporting Source:	1	1	1	3	2	1	0	0



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Lead Source Detail

This report shows the number of inquiries and move-ins during the selected time frame by leads source category and subcategory.

Lead Source Detail					
Start Date: 06/10/2016		End Date: 06/10/2017		Report Type: Corporate	
<input type="button" value="Generate Report"/>					
Lead Sources	Subcategory	Referrals		Move-Ins	
		Primary	Supporting	Primary	Supporting
Professional		0	0	0	0
Yellow Pages		3	0	3	0
Special Event		0	0	0	0
Resident		1	0	0	0
Public Relations		0	0	0	0
Unassigned		72	0	27	0
Internet		0	0	0	0
Friend		1	0	2	0
Family		2	0	1	0
Drive By		21	2	17	0
Advertising		0	0	1	0
Total		100	2	51	0
Advertising					
Advertising	Radio	0	1	0	0
Advertising	Television	1	0	1	0
Advertising	Billboard	2	10	0	1
Advertising	Directory	0	0	0	0
Advertising	Magazine	6	0	3	0
Advertising	Newspaper	3	1	0	0
Advertising	Direct Mail	4	2	0	0
Total		16	14	4	1
Internet					




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Inquiry Method Analysis Trend by Month


This report compares lead inquiry methods trended by calendar year. This report is available at all levels: Community, Region, Division or Corporate.

Note: The selected end date is used to determine the calendar year for this report.

Inquiry Method Analysis Trend by Month

End Date:  Report Type: 



Inquiries

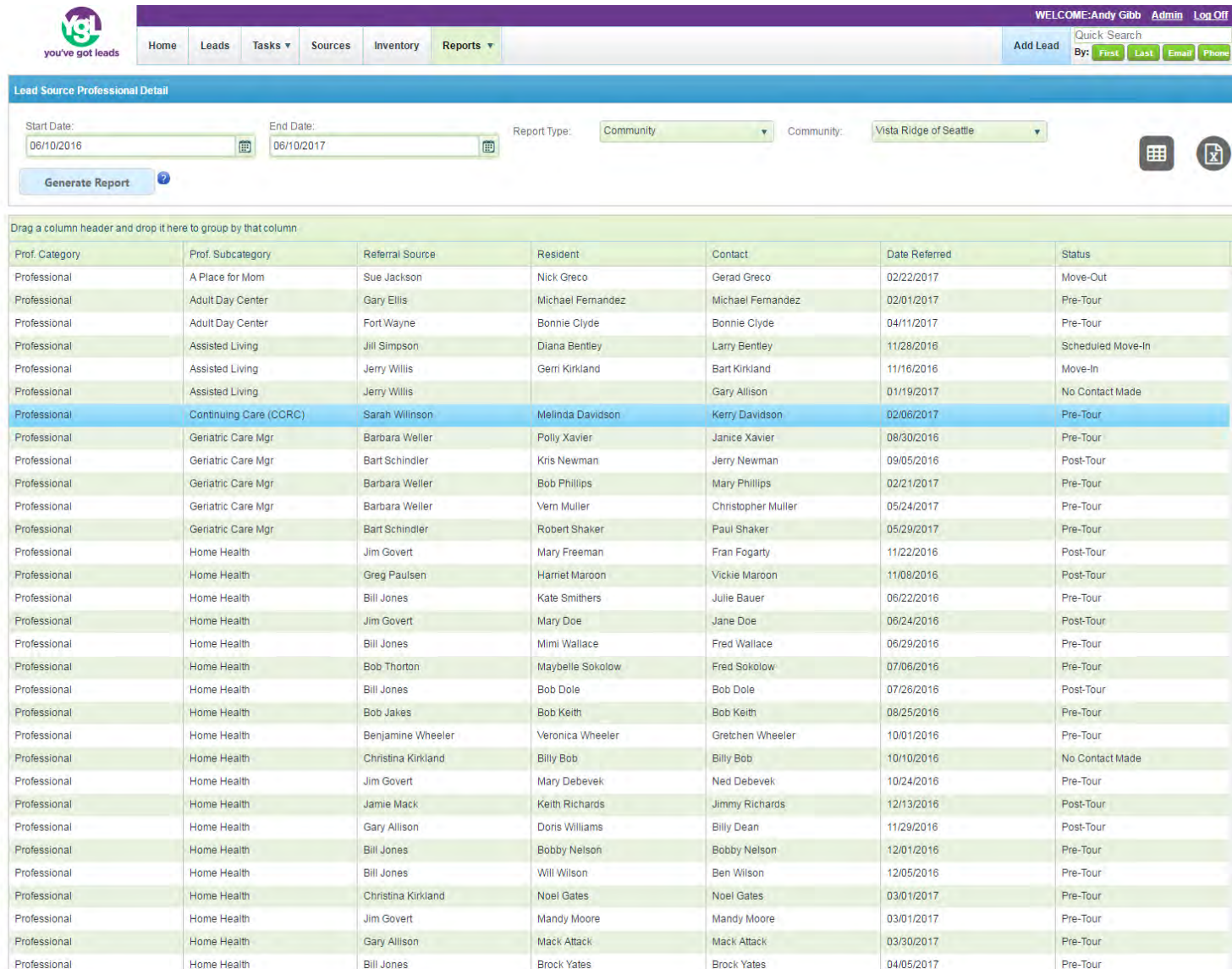
Inquiry Method	January	February	March	April	May	June	July	August	September	October	November	December	Total
--select--	2	6	2	2	0	0	0	0	0	0	0	0	12
Corp. Phone In	1	1	0	0	1	0	0	0	0	0	0	0	3
Email	7	11	9	16	14	2	0	0	0	0	0	0	59
Fax	0	1	1	0	0	0	0	0	0	0	0	0	2
Live Chat	0	1	0	0	1	0	0	0	0	0	0	0	2
Mail In	1	0	0	0	0	0	0	0	0	0	0	0	1
Not Specified	0	1	2	4	3	0	0	0	0	0	0	0	10
Phone In	1	5	1	5	2	0	0	0	0	0	0	0	14
Walk In	1	0	0	0	1	0	0	0	0	0	0	0	2
Web	0	4	9	6	0	0	0	0	0	0	0	0	19
Total Inquiries:	13	30	24	33	22	2	0	0	0	0	0	0	124

Move-Ins

Inquiry Method	January	February	March	April	May	June	July	August	September	October	November	December	Total
--select--	0	2	1	0	2	0	0	0	0	0	0	0	5
Corp. Phone In	1	0	0	0	1	0	0	0	0	0	0	0	2
Email	8	9	6	2	0	1	0	0	0	0	0	0	26
Not Specified	0	0	0	1	1	0	0	0	0	0	0	0	2
Phone In	1	2	1	0	2	0	0	0	0	0	0	0	6
Walk In	3	0	1	0	1	0	0	0	0	0	0	0	5
Total Move-Ins	13	13	9	3	7	1	0	0	0	0	0	0	46
Move-Ins/Inquiries	100.00 %	43.33 %	37.50 %	9.09 %	31.82 %	50.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	37.10 %

Lead Source Professional Detail

This report shows the names of the leads referred by each lead source listed in the “Professional” lead source category.



WELCOME: Andy Gibb Admin Log Off

Home Leads Tasks Sources Inventory Reports Add Lead Quick Search By: First Last Email Phone

Lead Source Professional Detail

Start Date: 06/10/2016 End Date: 06/10/2017 Report Type: Community Community: Vista Ridge of Seattle

Generate Report

Drag a column header and drop it here to group by that column

Prof. Category	Prof. Subcategory	Referral Source	Resident	Contact	Date Referred	Status
Professional	A Place for Mom	Sue Jackson	Nick Greco	Gerad Greco	02/22/2017	Move-Out
Professional	Adult Day Center	Gary Ellis	Michael Fernandez	Michael Fernandez	02/01/2017	Pre-Tour
Professional	Adult Day Center	Fort Wayne	Bonnie Clyde	Bonnie Clyde	04/11/2017	Pre-Tour
Professional	Assisted Living	Jill Simpson	Diana Bentley	Larry Bentley	11/29/2016	Scheduled Move-In
Professional	Assisted Living	Jerry Willis	Gerri Kirkland	Bart Kirkland	11/16/2016	Move-In
Professional	Assisted Living	Jerry Willis		Gary Allison	01/19/2017	No Contact Made
Professional	Continuing Care (CCRC)	Sarah Willinson	Melinda Davidson	Kerry Davidson	02/08/2017	Pre-Tour
Professional	Geriatric Care Mgr	Barbara Weller	Polly Xavier	Janice Xavier	08/30/2016	Pre-Tour
Professional	Geriatric Care Mgr	Bart Schindler	Kris Newman	Jerry Newman	09/05/2016	Post-Tour
Professional	Geriatric Care Mgr	Barbara Weller	Bob Phillips	Mary Phillips	02/21/2017	Pre-Tour
Professional	Geriatric Care Mgr	Barbara Weller	Vern Muller	Christopher Muller	05/24/2017	Pre-Tour
Professional	Geriatric Care Mgr	Bart Schindler	Robert Shaker	Paul Shaker	05/29/2017	Pre-Tour
Professional	Home Health	Jim Govert	Mary Freeman	Fran Fogarty	11/22/2016	Post-Tour
Professional	Home Health	Greg Paulsen	Harniet Maroon	Vickie Maroon	11/08/2016	Post-Tour
Professional	Home Health	Bill Jones	Kate Smithers	Julie Bauer	06/22/2016	Pre-Tour
Professional	Home Health	Jim Govert	Mary Doe	Jane Doe	06/24/2016	Post-Tour
Professional	Home Health	Bill Jones	Mimi Wallace	Fred Wallace	06/29/2016	Pre-Tour
Professional	Home Health	Bob Thorton	Maybelle Sokolow	Fred Sokolow	07/06/2016	Pre-Tour
Professional	Home Health	Bill Jones	Bob Dole	Bob Dole	07/26/2016	Post-Tour
Professional	Home Health	Bob Jakes	Bob Keith	Bob Keith	08/25/2016	Pre-Tour
Professional	Home Health	Benjamine Wheeler	Veronica Wheeler	Gretchen Wheeler	10/01/2016	Pre-Tour
Professional	Home Health	Christina Kirkland	Billy Bob	Billy Bob	10/10/2016	No Contact Made
Professional	Home Health	Jim Govert	Mary Debevek	Ned Debevek	10/24/2016	Pre-Tour
Professional	Home Health	Jamie Mack	Keith Richards	Jimmy Richards	12/13/2016	Post-Tour
Professional	Home Health	Gary Allison	Doris Williams	Billy Dean	11/29/2016	Post-Tour
Professional	Home Health	Bill Jones	Bobby Nelson	Bobby Nelson	12/01/2016	Pre-Tour
Professional	Home Health	Bill Jones	Will Wilson	Ben Wilson	12/05/2016	Pre-Tour
Professional	Home Health	Christina Kirkland	Noel Gates	Noel Gates	03/01/2017	Pre-Tour
Professional	Home Health	Jim Govert	Mandy Moore	Mandy Moore	03/01/2017	Pre-Tour
Professional	Home Health	Gary Allison	Mack Attack	Mack Attack	03/30/2017	Pre-Tour
Professional	Home Health	Bill Jones	Brock Yates	Brock Yates	04/05/2017	Pre-Tour



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Inquiry Detail by Source

This report shows inquiries created between the start and end date along with source information. You can sort multiple columns by holding the shift key down and clicking on column headers.

Inquiry Detail by Source

Start Date: End Date: Report Type: Community:

Drag a column header and drop it here to group by that column

Created Date ▲	Status	Parent Source	Source	Primary Contact	Community
1/19/2017	No Contact Made		Drive By	Allison, Gary	Vista Ridge of Seattle
1/26/2017	Pre-Tour	Professional	Independent Living	Foley, Shannon	Vista Ridge of Seattle
2/1/2017	Pre-Tour	Professional	Adult Day Center	Fernandez, Michael	Vista Ridge of Seattle
2/3/2017	Pre-Tour	Professional	Hospital	Boult, Pat	Vista Ridge of Seattle
2/6/2017	Pre-Tour	Professional	Continuing Care (CCRC)	Davidson, Kerry	Vista Ridge of Seattle
2/6/2017	Pre-Tour	Professional	Physician	Henderson, Gary	Vista Ridge of Seattle
2/7/2017	Create 1st Task		Unassigned	Mayer, Barry	Vista Ridge of Seattle
2/13/2017	Create 1st Task	Advertising	Direct Mail	Vincentia, Daphne	Vista Ridge of Seattle
2/16/2017	Pre-Tour	Advertising	Direct Mail	Fredericks, Christine	Vista Ridge of Seattle
2/22/2017	Pre-Tour	Professional	Geriatric Care Mgr	Phillips, Mary	Vista Ridge of Seattle
2/22/2017	Move-Out	Professional	A Place for Mom	Greco, Gerard	Vista Ridge of Seattle
3/2/2017	Pre-Tour	Professional	Home Health	Gates, Noel	Vista Ridge of Seattle
3/2/2017	Pre-Tour	Professional	Home Health	Moore, Mandy	Vista Ridge of Seattle
3/31/2017	Pre-Tour		Drive By	Weeks, Edward	Vista Ridge of Seattle
3/31/2017	Pre-Tour	Professional	Home Health	Attack, Mack	Vista Ridge of Seattle
4/6/2017	Pre-Tour	Professional	Home Health	Yates, Brock	Vista Ridge of Seattle
4/6/2017	Pre-Tour	Professional	Home Health	Beatty, Ned	Vista Ridge of Seattle
4/11/2017	Pre-Tour	Professional	Home Health	Modesto, Xavier	Vista Ridge of Seattle
4/11/2017	Pre-Tour	Professional	Adult Day Center	Clyde, Bonnie	Vista Ridge of Seattle
4/12/2017	Pre-Tour	Professional	Home Health	Zappa, Dweezil	Vista Ridge of Seattle
4/13/2017	Pre-Tour	Professional	Hospital	Butler, Loren	Vista Ridge of Seattle
4/19/2017	Post-Tour	Professional	Home Health	Greco, Isaac	Vista Ridge of Seattle
4/21/2017	Closed - Lost Lead	Professional	Rehabilitation Center	Torrens, Peter	Vista Ridge of Seattle



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Move Detail by Source

This report shows move-ins between the start and end date along with source information. You can sort multiple columns by holding the shift key down and clicking on column headers.

WELCOME: Andy Gibb [Admin](#) [Log Off](#)

Home Leads Tasks Sources Inventory Reports Add Lead Quick Search By: [First](#) [Last](#) [Email](#) [Phone](#)

Move Detail by Source

Start Date: 1/1/2017 End Date: 06/11/2017 Report Type: Community Community: Vista Ridge of Seattle

Generate Report

Drag a column header and drop it here to group by that column

Move-In Date ▲	Primary Contact	Parent Source	Source	Community
1/19/2017	Akers, Tim	Special Event	On Site Event	Vista Ridge of Seattle
1/26/2017	Austen, Jane	Professional	A Place for Mom	Vista Ridge of Seattle
2/20/2017	Greco, Gerard	Professional	A Place for Mom	Vista Ridge of Seattle
2/22/2017	Barnes, Joe	Professional	Home Health	Vista Ridge of Seattle
3/31/2017	Davies, Greg	Professional	Religious Organization	Vista Ridge of Seattle
5/5/2017	Sedar, Joseph	Professional	Nursing Home	Vista Ridge of Seattle
5/9/2017	Beanstalk, Jack	Professional	Physician	Vista Ridge of Seattle

English (CA) Español



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Outreach Management Report

This report provides a summary of the number of sales calls completed, number of referrals received and number of move-ins for each Lead Source. It will also calculate a 3 month total and the percentage of your total move-ins.

Note: The selected end date is used to determine the ending month for this report.

Outreach Management								
End Date:		Community:						
06/11/2017		Vista Ridge of Seattle						
Generate Report								
Company	Title	Name of Contact	Activity/Result	June	May	April	3 Mo. Total	% of Your Total Move-Ins
ReferralSource: A Place for Mom								
A Place for Mom	Family Advisor	Sue Jackson Last Referred: 2/22/2017	Sales Calls Completed	0	1	0	1	
			Referrals Received	0	0	0	0	
			Move-Ins	0	0	0	0	0.00 %
Subtotal			Sales Calls Completed	0	1	0	1	
			Referrals Received	0	0	0	0	
			Move-Ins	0	0	0	0	0.00 %
ReferralSource: Adult Day Center								
AD Ft. Wayne		Fort Wayne Last Referred: 4/11/2017	Sales Calls Completed	0	0	0	0	
			Referrals Received	0	0	1	1	
			Move-Ins	0	0	0	0	0.00 %
Subtotal			Sales Calls Completed	0	0	0	0	
			Referrals Received	0	0	1	1	
			Move-Ins	0	0	0	0	0.00 %
ReferralSource: Geriatric Care Mgr								
Independent Geriatric Care Managers	Care Manager	Barbara Weller Last Referred: 5/24/2017	Sales Calls Completed	0	0	0	0	
			Referrals Received	0	1	0	1	
			Move-Ins	0	0	0	0	0.00 %
			Sales Calls Completed	0	0	0	0	
Bart Schindler								



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Professional Referral Source: Stack Rank

This report shows your community's top professional referral sources; how many referrals they've sent, how many move-ins and tours resulted from those referrals, and the date of their last referral to your community.

The results are displayed in descending order: Most frequent referring sources at the top.

Note: This report is available only at the community level.

Professional Referral Source: Stack rank

Start Date: 5/17/2017 End Date: 06/11/2017 Community: Vista Ridge of Seattle

Generate Report Depending on the date range selected, this could take up to 2 minutes to generate.

Referral Source	Referrals	Sales Calls	Tours	Move-Ins	Last Referral
SubCategory: Geriatric Care Mgr					
Company: Independent Geriatric Care Managers					
Barbara Weller	1	0	0	0	5/24/2017
	1	0	0	0	
Company: Local Geriatric Care					
Bart Schindler	1	0	0	0	5/29/2017
	1	0	0	0	
	2	0	0	0	
SubCategory: Religious Organization					
Company: Light of Life Family Assembly					
Bob Smith	0	1	0	0	
	0	1	0	0	
	0	1	0	0	
Grand Total	2	1	0	0	

UTILIZATION REPORTS



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Community Utilization

This report summarizes utilization of the You've Got Leads system by community.

It shows the most recent user to login, Leads Status summary and conversion rates. It shows the percentage of Leads that have Lead Sources fully assigned in the system, percentage of Leads with Funding Types fully assigned, and percentage of Leads with a Next Step or Follow-up Task in the system.

Note: Utilization percentages below 85% are displayed in red.

Community	Open Inquiries	Home Visits	Move-Ins	Lost Leads	Total Inquiries	Conv. Rate	# of Prof. Referral Sources Entered In System	% of Leads w/Source Assigned	% of Leads w/Funding Type Assigned	% of Leads w/Next Step	Most Recent User	Logon Date
Vista Ridge of Anaheim	100	0	19	1	40	48 %	22	86 %	63 %	80 %	John Wayne	6/7/2017
Vista Ridge of Atlanta	20	0	1	0	3	33 %	8	75 %	30 %	65 %	Clark Gable	6/26/2015
Vista Ridge of Baker	11	1	1	0	6	17 %	6	73 %	18 %	82 %	Boy George	6/7/2017
Vista Ridge of Bellevue	19	0	3	1	3	100 %	12	74 %	53 %	74 %	Boy George	6/7/2017
Vista Ridge of Blaine	15	0	0	0	2	0 %	7	60 %	27 %	60 %	Boy George	6/7/2017
Vista Ridge of Compton	27	0	2	0	6	33 %	17	78 %	41 %	67 %	Boy George	6/7/2017
Vista Ridge of Cunningham	8	0	0	0	0	NaN	6	75 %	0 %	88 %	Boy George	6/7/2017
Vista Ridge of Fair Oaks	26	0	3	1	18	17 %	11	77 %	19 %	88 %	Boy George	6/7/2017
Vista Ridge of Kent	123	0	7	4	85	8 %	29	67 %	11 %	15 %	Boy George	6/7/2017
Vista Ridge of Lake Elsinore	10	0	1	0	2	50 %	8	100 %	30 %	90 %	Ken Claire	10/3/2016
Vista Ridge of Little York	15	0	0	0	3	0 %	8	67 %	20 %	73 %	Zapier Integration	2/22/2017
Vista Ridge of Magnolia	52	1	46	32	68	68 %	24	98 %	94 %	92 %	Boy George	6/7/2017
Vista Ridge of Savannah	9	0	0	0	0	NaN	10	89 %	33 %	56 %	Karyn Pearson	8/4/2010
Vista Ridge of Seattle	374	6	28	18	79	35 %	163	89 %	68 %	77 %	Barry Manilow	6/9/2017
Vista Ridge of The Bronx	13	0	0	0	0	NaN	11	69 %	23 %	62 %	Test Test	1/13/2016
Vista Ridge of Watts	9	0	0	0	5	0 %	8	78 %	22 %	78 %	Ken Claire	10/3/2016



you've got leads

User Activity

This report shows the name of each 'You've Got Leads!' user, the date that they last signed in, and the number of times they have signed in during the past 7 days.

Note: The selected date range is ignored for this report.

Name	Title	Community	Phone #	Last Log On	# of Log Ons	
Andy Gibb		Corp *, Div Northwest	(555) 111-2222	6/11/2017 8:34 AM	3572	View Details
Jim Rockford	CEO	Corp *		6/9/2017 11:15 AM	58	View Details
Barry Manilow	Superior Singer	(Vista Ridge of Seattle)	111-222-3333	6/9/2017 11:04 AM	384	View Details
John Wayne		(Vista Ridge of Anaheim)		6/7/2017 4:18 PM	165	View Details
Boy George		(Vista Ridge of Compton), (Vista Ridge of Kent), (Vista Ridge of Bellevue), (Vista Ridge of Blaine), (Vista Ridge of Anaheim), (Vista Ridge of Fair Oaks), (Vista Ridge of Baker), (Vista Ridge of Cunningham), (Vista Ridge of Magnolia)		6/7/2017 12:58 PM	414	View Details
Jaxson Myer		(Vista Ridge of Fair Oaks)		5/10/2017 11:12 AM	28	View Details
Randy Yim		(Vista Ridge of Seattle), (Vista Ridge of Magnolia), Div Northwest, Reg WA		4/27/2017 12:27 PM	12	View Details
YGL Visitor		(Vista Ridge of Fair Oaks)		3/31/2017 2:59 PM	18	View Details
Zapier Integration		(Vista Ridge of Little York)		2/22/2017 11:58 AM	1	View Details
Dolly Parton		(Vista Ridge of Bellevue), (Vista Ridge of Magnolia)		11/30/2016 7:56 PM	653	View Details
YGLMarketing Integration		(Vista Ridge of Anaheim)		11/7/2016 11:30 AM	5	View Details
Madonna The		(Vista Ridge of Bellevue), (Vista Ridge of Magnolia)		7/11/2016 7:13 PM	2	View Details
Test User3		(Vista Ridge of Kent)		1/13/2016 11:27 AM	0	View Details
Gary Allison		(Vista Ridge of Bellevue)		null	0	View Details
Priscilla Yim		(Vista Ridge of Seattle), (Vista Ridge of Magnolia)		null	0	View Details