

SKU Quantity Totals Comparison

Date: November 2, 2020

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Start Time: 11:00 End Time: 17:00

SAMPLE
150 Main st
Baltimore, MD 21231

THE ELITE
Inventory Group
Master Inventory Professionals

Format: Sku Itemized

The AFFORDABLE Inventory Company!

SKU	Description	November 2, 2020	October 30, 2020	Variance
ABG	APPOINTMENT GETTER BINDER	101.00	104.00	-3.00
AGCC	APPOINTMENT GETTER CARDS - CLIENT	16.00	16.00	0.00
AQSW	ASKING QUESTIONS THE SANDLER WAY	1,375.00	1,375.00	0.00
ASSP	THE ART AND SKILL OF SALES PSYCHOLOGY	331.00	331.00	0.00
ATSW	ACCOUNTABILITY THE SANDLER WAY - GENERIC	141.00	141.00	0.00
BKG-SP	You Can't Teach a Kid to Ride a Bike - S	23.00	23.00	0.00
BKG2	BIKE BOOK - 2ND EDITION	3,485.00	3,485.00	0.00
BRLR	FROM THE BOARD ROOM TO THE LIVING ROOM	49.00	49.00	0.00
BSL-M3	BEST OF SANDLER MP3	0.00	78.00	-78.00
BSSW	BOOTSTRAP SELLING THE SANDLER WAY	871.00	871.00	0.00
CCSW	CALL CENTER SUCCESS THE SANDLER WAY	917.00	917.00	0.00
COSA	THE CONTRARIAN SALESPERSON	88.00	88.00	0.00
CSSW	CUSTOMER SERVICE THE SANDLER WAY	352.00	352.00	0.00
CTSW	CHANGE THE SANDLER WAY	200.00	200.00	0.00
CWB	THE COACH'S PLAYBOOK WORKBOOK	59.00	59.00	0.00
DISC-PC	EXTENDED DISC POCKET CARDS	1,340.00	1,341.00	-1.00
DLB	DIGITAL LIBRARY BINDER	313.00	313.00	0.00
DPFN	DIGITAL PROSPECTING/FINDING NURTURING AN	458.00	458.00	0.00
DPP-M	DASHBOARD POSTER PACKAGE	1,974.00	1,650.00	324.00
FB1	"HOW TO SUCCEED" PRESENTATION FOLDERS	1,050.00	1,050.00	0.00
FOUN	SANDLER FOUNDATIONS	2,250.00	2,250.00	0.00
FOUN-SP	FOUNDATIONS SPANISH	14.00	14.00	0.00
GMSB	GOLD MEDAL SALES	227.00	227.00	0.00
GSBC	GOAL SETTING BOOT CAMP	211.00	211.00	0.00
LTSW	LINKEDIN THE SANDLER WAY	123.00	123.00	0.00
MAST	SALES MASTERY	499.00	499.00	0.00
MAST-M	SALES MASTERY MANUAL	27.00	27.00	0.00

SKU Quantity Totals Comparison Continued

SKU	Description	November 2, 2020	October 30, 2020	Variance
MAST-MB	SALES MASTERY MAIN BINDER	32.00	32.00	0.00
MAST-T	SALES MASTERY TABS	33.00	33.00	0.00
MAST-TB	SALES MASTERY TOOL TIP BINDER	57.00	57.00	0.00
MAST-TK	SALES MASTERY TOOL TIP KIT	492.00	492.00	0.00
MAST-TM	SALES MASTERY TOOL TIP MANUAL	21.00	21.00	0.00
MCSW	MAKING CHANNEL SALES WORK	464.00	464.00	0.00
MGT	SANDLER MANAGEMENT SOLUTIONS	34.00	34.00	0.00
MGTB	MANAGEMENT SOLUTIONS BINDER	214.00	214.00	0.00
MGTD	MANAGEMENT SOLUTIONS TABS	255.00	255.00	0.00
MGTR-1	MANAGEMENT SOLUTIONS REFERENCE BOOK 1	228.00	228.00	0.00
MGTR-2	MANAGEMENT SOLUTIONS REFERENCE BOOK 2	227.00	227.00	0.00
MGTW	MANAGEMENT SOLUTIONS WORKBOOK	221.00	221.00	0.00
MMSW	MOTIVATIONAL MANAGEMENT THE SANDLER WA	310.00	310.00	0.00
NALA-1	THE FEELING/FACT-FINDING CONVERSATION BO	99.00	99.00	0.00
NALA-2	NALA PROSPECTING BOOK	103.00	103.00	0.00
NALA-3	NALA - THE DISCOVERY INTERVIEW BOOK	98.00	98.00	0.00
NEG-2	NEGOTIATING WORKBOOK	75.00	76.00	-1.00
NFIO	NEGOTIATING FROM THE INSIDE OUT	658.00	658.00	0.00
NGM-SP	NO GUTS NO GAIN MANUAL - SPANISH	52.00	0.00	52.00
NGNG-2	NO GUTS NO GAIN	62.00	62.00	0.00
OREX-B	ORGANIZATIONAL EXCELLENCE BINDER	795.00	795.00	0.00
OREX-M	ORGANIZATIONAL EXCELLENCE MANUAL	679.00	679.00	0.00
OREX-T	ORGANIZATIONAL EXCELLENCE TABS	688.00	688.00	0.00
PA	PROFESSIONAL ADVANTAGE	17.00	17.00	0.00
PAB	PROFESSIONAL ADVANTAGE BINDER	34.00	34.00	0.00
PACD-13	COMPLETE MP3 AUDIO COLLECTION	39.00	40.00	-1.00
PAD	PROFESSIONAL ADVANTAGE DIVIDERS	34.00	34.00	0.00
PAM	PROFESSIONAL ADVANTAGE MANUAL	32.00	32.00	0.00
PAM3-PC	Professional Advantage MP3 Pocket Card	176.00	176.00	0.00
PC3	PRESIDENT'S CLUB MATERIALS KIT	10.00	10.00	0.00

SKU Quantity Totals Comparison Continued

SKU	Description	November 2, 2020	October 30, 2020	Variance
PC3-B	PRES. CLUB 3 BINDER	192.00	192.00	0.00
PC3-SB	PRES. CLUB 3 SMALL WORKBOOK BINDER	985.00	985.00	0.00
PCSW	PATIENT CARE THE SANDLER WAY	138.00	138.00	0.00
PFT	PAIN FUNNEL TABLETS	560.00	560.00	0.00
PRIN	SANDLER SUCCESS PRINCIPLES	547.00	547.00	0.00
PRSW	PROSPECT THE SANDLER WAY - GENERIC	119.00	119.00	0.00
PS-B	PROFESSIONAL SERVICES BINDER	109.00	109.00	0.00
PS-M	PROFESSIONAL SERVICES MANUAL	99.00	99.00	0.00
PS-T	PROFESSIONAL SERVICES TABS	99.00	99.00	0.00
RDAL	THE TWENTY-FIRST CENTURY RIDE ALONG	446.00	446.00	0.00
RDEX	THE ROAD TO EXCELLENCE	1,350.00	1,315.00	35.00
RSOW	RETAIL SUCCESS IN AN ONLINE WORLD	1,323.00	1,323.00	0.00
RULE-AC	RULES AUDIO WITH CD'S	343.00	343.00	0.00
RULE-FR	RULE FRENCH	25.00	25.00	0.00
RULE-M3	RULES AUDIO MP3	36.00	36.00	0.00
RULE-S	SANDLER RULES	394.00	394.00	0.00
RULE-SL	THE SANDLER RULES FOR SALES LEADERS	740.00	740.00	0.00
RULE-SP	SANDLER RULES - SPANISH VERSION	49.00	49.00	0.00
SCC	STRATEGIC CUSTOMER CARE - GENERIC	178.00	178.00	0.00
SCC-PC	STRATEGIC CUSTOMER CARE POCKET CARD	198.00	198.00	0.00
SCPB	THE SALES COACH'S PLAYBOOK	355.00	355.00	0.00
SCSW	SUCCEED THE SANDLER WAY	1,253.00	1,280.00	-27.00
SCWB	SALES COACH'S PLAYBOOK WORKBOOK	92.00	92.00	0.00
SES-BI	SANDLER ENTERPRISE SELLING BINDER	107.00	107.00	0.00
SES-WD	SES WALL DECAL	19.00	21.00	-2.00
SES2-BK	SES BOOK - MCGRAW HILL	234.00	234.00	0.00
SES2-WD	SES WALL DECAL 10 INCH	57.00	55.00	2.00
SESB	SANDLER ENTERPRISE SELLING - MANUAL ONLY	82.00	82.00	0.00
SEST	SES TAB SET	108.00	108.00	0.00
SHSW	SELLING TO HOMEOWNERS THE SANDLER WAY	125.00	125.00	0.00

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SKU	Description	November 2, 2020	October 30, 2020	Variance
SMAL	SELLING IN MANUFACTURING AND LOGISTICS	99.00	98.00	1.00
SMPB	SANDLER PLAYBOOK - MANAGERS	194.00	194.00	0.00
SMPC	SALES MASTERY POCKET CARD	653.00	653.00	0.00
SMSM	SELL MORE... SELL MORE EASILY	225.00	225.00	0.00
SPSW	SELL. PROF. SERV.- GENERIC	321.00	321.00	0.00
SSCB	SUCCESS CADANCE BOOK	658.00	658.00	0.00
SSPB	SANDLER SALES PLAYBOOK	478.00	478.00	0.00
STSW	SELLING TECHNOLOGY SANDLER WAY	154.00	154.00	0.00
SWP	SANDLER TRAINING PADFOLIO	37.00	37.00	0.00
TISM	THE INTENTIONAL SALES MANAGER	335.00	335.00	0.00
TRAN-B	LEADERSHIP BOOK - GENERIC	64.00	64.00	0.00
TRAN-C	LEADERSHIP PLAYING CARDS	75.00	69.00	6.00
TRH	The Right Hire: Attract & Retain The Bes	163.00	163.00	0.00
TUSW	THE UNAPOLOGETIC SALESWOMAN	635.00	635.00	0.00
VITO	FIVE MINUTES WITH VITO	238.00	238.00	0.00
WFF	WINNING FROM FAILING	908.00	908.00	0.00
WPB	WHY PEOPLE BUY	136.00	136.00	0.00
WSPF	WHY SALES PEOPLE FAIL	1,473.00	1,472.00	1.00
Sum Quantity Totals:		<u>39,941.00</u>	<u>39,633.00</u>	<u>308.00</u>



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