



Client at Risk Report by Account Representative for Acme B2B.

Run on 4/24/23.

Account Rep: Bill Jole

Top 20% at-risk clients for Bill Jole	Churn Score	Top 20% at-risk clients for Bill Jole
Keystone Co.	0.87	\$19,456.53
Titan Enterprises	1	\$15,882.43
Horizon Holdings	0.59	\$13,253.86
Jetstream Industries	0.64	\$11,890.96
The top 20% of your at-risk clients represent a total CLTV loss of:		\$60,483.78

Client	One Year CLTV	CLTV Loss	Churn Score	Days Since Last Sale	Days Variance from Average	Days Variance from Average of All
Keystone Co.	\$22,374.84	\$19,456.53	0.87	38	153.7	162.85
Titan Enterprises	\$15,917.49	\$15,882.43	1	351	-159.3	-150.15
Horizon Holdings	\$22,630.84	\$13,253.86	0.59	92	99.7	108.85
Jetstream Industries	\$18,471.98	\$11,890.96	0.64	112	79.7	88.85
Apex Innovations	\$11,000.36	\$10,073.78	0.92	298	-106.3	-97.15
Maverick Management	\$13,766.94	\$9,382.05	0.68	375	-183.3	-174.15
Odyssey Operations	\$21,650.36	\$9,104.79	0.42	361	-169.3	-160.15
Global Genesis	\$14,205.39	\$7,156.78	0.5	198	-6.3	2.85
Brighter Ventures	\$14,194.73	\$6,915.30	0.49	141	50.7	59.85
Flashpoint Solutions	\$5,856.40	\$5,526.26	0.94	132	59.7	68.85
Digital Dynamics	\$11,765.12	\$5,428.17	0.46	374	-182.3	-173.15
Renaissance Resources	\$19,660.85	\$5,326.32	0.27	135	56.7	65.85
Intrepid Innovations	\$16,370.92	\$4,857.20	0.3	71	120.7	129.85
Next Level Solutions	\$5,120.19	\$4,344.40	0.85	49	142.7	151.85
Spectrum Services	\$12,931.71	\$3,959.07	0.31	154	37.7	46.85
Quantum Ventures	\$24,439.72	\$3,601.79	0.15	103	88.7	97.85
Phoenix Ventures	\$7,550.49	\$3,430.24	0.45	80	111.7	120.85
Elevation Enterprises	\$23,326.65	\$1,660.22	0.07	351	-159.3	-150.15
Creative Catalysts	\$12,093.29	\$1,301.45	0.11	168	23.7	32.85
Launchpad Enterprises	\$2,374.29	\$1,103.88	0.46	251	-59.3	-50.15
Sum:	295,702.55	143,655.49				



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Account Rep: Janice Joplen

Top 20% at-risk clients for Janice Joplen	Churn Score	Top 20% at-risk clients for Janice Joplen
Yellow Brick Ventures	0.9	\$20,609.32
Helix Enterprises	0.88	\$16,414.91
Orbit Operations	0.83	\$14,338.17
Upward Bound Solutions	0.7	\$13,899.53
Velocity Ventures	0.93	\$13,289.59
Apex Solutions	0.55	\$12,970.65
The top 20% of your at-risk clients represent a total CLTV loss of:		\$91,522.17

Client	One Year CLTV	CLTV Loss	Churn Score	Days Since Last Sale	Days Variance from Average	Days Variance from Average of All
Yellow Brick Ventures	\$22,846.84	\$20,609.32	0.9	330	-115.41	-129.15
Helix Enterprises	\$18,581.85	\$16,414.91	0.88	369	-154.41	-168.15
Orbit Operations	\$17,221.72	\$14,338.17	0.83	65	149.59	135.85
Upward Bound Solutions	\$19,861.79	\$13,899.53	0.7	385	-170.41	-184.15
Velocity Ventures	\$14,321.22	\$13,289.59	0.93	115	99.59	85.85
Apex Solutions	\$23,406.48	\$12,970.65	0.55	282	-67.41	-81.15
Redwood Resources	\$23,856.19	\$10,998.00	0.46	85	129.59	115.85
Blaze Consulting	\$14,303.79	\$8,946.55	0.63	46	168.59	154.85
Brightside Innovations	\$10,369.19	\$8,858.45	0.85	195	19.59	5.85
Sapphire Solutions	\$20,602.73	\$8,124.36	0.39	329	-114.41	-128.15
Endurance Enterprises	\$22,950.08	\$7,505.50	0.33	100	114.59	100.85
Xenon Innovations	\$9,743.24	\$6,128.54	0.63	375	-160.41	-174.15
Diamond Solutions	\$8,912.13	\$5,423.67	0.61	18	196.59	182.85
Visionary Ventures	\$7,451.76	\$5,141.37	0.69	14	200.59	186.85
Moonstone Innovations	\$12,732.16	\$4,220.08	0.33	323	-108.41	-122.15
Zenon Consulting	\$6,197.15	\$3,011.54	0.49	203	11.59	-2.15
Nova Enterprises	\$5,938.14	\$2,728.90	0.46	277	-62.41	-76.15
Glint Ventures	\$8,286.44	\$2,684.38	0.32	193	21.59	7.85
Quest Innovations	\$14,822.72	\$2,670.54	0.18	263	-48.41	-62.15
Keystone Consulting	\$4,405.37	\$2,541.72	0.58	249	-34.41	-48.15
Zenith Innovations	\$4,458.18	\$2,458.55	0.55	55	159.59	145.85
Astra Ventures	\$2,736.33	\$2,456.38	0.9	199	15.59	1.85
Forge Innovations	\$2,566.42	\$2,229.81	0.87	268	-53.41	-67.15
Inception Innovations	\$5,277.41	\$1,806.13	0.34	350	-135.41	-149.15
Wildcard Enterprises	\$3,112.17	\$1,736.81	0.56	205	9.59	-4.15



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Lunar Ventures	\$5,971.56	\$1,623.26	0.27	301	-86.41	-100.15
Prism Ventures	\$1,074.53	\$927.33	0.86	287	-72.41	-86.15
Uptick Solutions	\$14,845.30	\$512.74	0.03	313	-98.41	-112.15
Jupiter Holdings	\$14,870.59	\$495.91	0.03	141	73.59	59.85
Catalyst Industries	\$23,991.20	\$375.76	0.02	275	-60.41	-74.15
Tristar Enterprises	\$580.21	\$271.85	0.47	181	33.59	19.85
Wise Owl Enterprises	\$583.93	\$40.86	0.07	76	138.59	124.85
Sum:	366,878.85	185,441.17				



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Run on 4/24/23.

Account Rep: Lenny Kravit

Top 20% at-risk clients for Lenny Kravit	Churn Score	Top 20% at-risk clients for Lenny Kravit
Flux Industries	0.83	\$20,498.40
Kinetic Consulting	0.96	\$19,811.93
Redline Resources	0.63	\$12,084.42
Quantum Enterprises	0.49	\$11,707.61
The top 20% of your at-risk clients represent a total CLTV loss of:		\$64,102.36

Client	One Year CLTV	CLTV Loss	Churn Score	Days Since Last Sale	Days Variance from Average	Days Variance from Average of All
Flux Industries	\$24,604.25	\$20,498.40	0.83	158	69.35	42.85
Kinetic Consulting	\$20,702.25	\$19,811.93	0.96	202	25.35	-1.15
Redline Resources	\$19,147.81	\$12,084.42	0.63	258	-30.65	-57.15
Quantum Enterprises	\$24,114.66	\$11,707.61	0.49	330	-102.65	-129.15
Velocity Holdings	\$23,491.36	\$11,665.60	0.5	130	97.35	70.85
Intrust Enterprises	\$15,742.21	\$11,513.53	0.73	343	-115.65	-142.15
Global Growth Partners	\$18,928.16	\$10,114.87	0.53	254	-26.65	-53.15
Nexus Innovations	\$13,733.06	\$9,093.21	0.66	229	-1.65	-28.15
Creative Holdings	\$8,223.80	\$7,898.39	0.96	170	57.35	30.85
Unity Enterprises	\$19,002.61	\$4,791.30	0.25	296	-68.65	-95.15
Mosaic Enterprises	\$7,699.01	\$4,650.06	0.6	338	-110.65	-137.15
Leapfrog Ventures	\$11,311.06	\$4,039.55	0.36	63	164.35	137.85
Digital Dreams	\$8,950.14	\$3,472.63	0.39	89	138.35	111.85
Jolt Industries	\$2,840.57	\$2,201.84	0.78	387	-159.65	-186.15
Stellar Innovations	\$8,036.78	\$2,127.83	0.26	276	-48.65	-75.15
Horizon Innovations	\$20,538.25	\$1,322.83	0.06	18	209.35	182.85
Elevate Enterprises	\$1,060.87	\$828.64	0.78	395	-167.65	-194.15
Triumphant Ventures	\$8,330.53	\$679.09	0.08	103	124.35	97.85
Prime Ventures	\$5,348.19	\$404.76	0.08	360	-132.65	-159.15
Optima Operations	\$1,014.36	\$318.06	0.31	148	79.35	52.85
Sum:	262,819.93	139,224.55				



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Run on 4/24/23.

Account Rep: Mick Jigger

Top 20% at-risk clients for Mick Jigger	Churn Score	Top 20% at-risk clients for Mick Jigger
Zephyr Enterprises	0.99	\$24,596.76
Highpoint Enterprises	0.68	\$16,139.77
Element Enterprises	0.74	\$15,935.14
Diamond Holdings	0.77	\$14,310.50
Frontier Innovations	0.68	\$10,661.07
Thrive Enterprises	0.87	\$10,204.40
The top 20% of your at-risk clients represent a total CLTV loss of:		\$91,847.64

Client	One Year CLTV	CLTV Loss	Churn Score	Days Since Last Sale	Days Variance from Average	Days Variance from Average of All
Zephyr Enterprises	\$24,888.71	\$24,596.76	0.99	86	116.91	114.85
Highpoint Enterprises	\$23,679.55	\$16,139.77	0.68	381	-178.09	-180.15
Element Enterprises	\$21,444.15	\$15,935.14	0.74	332	-129.09	-131.15
Diamond Holdings	\$18,579.82	\$14,310.50	0.77	88	114.91	112.85
Frontier Innovations	\$15,580.02	\$10,661.07	0.68	400	-197.09	-199.15
Thrive Enterprises	\$11,782.06	\$10,204.40	0.87	349	-146.09	-148.15
Zest Enterprises	\$9,932.59	\$9,492.56	0.96	96	106.91	104.85
Keynote Innovations	\$10,061.76	\$9,412.26	0.94	264	-61.09	-63.15
Jupiter Consulting	\$10,061.76	\$8,767.62	0.87	169	33.91	31.85
Wise Wave Ventures	\$12,156.62	\$8,459.23	0.7	185	17.91	15.85
Evolution Enterprises	\$12,705.11	\$8,061.89	0.63	259	-56.09	-58.15
Aspire Innovations	\$13,314.91	\$7,567.53	0.57	318	-115.09	-117.15
Solar Solutions	\$22,575.68	\$7,038.83	0.31	261	-58.09	-60.15
Unity Innovations	\$19,576.31	\$6,893.70	0.35	385	-182.09	-184.15
Redwood Innovations	\$11,582.70	\$6,541.38	0.56	267	-64.09	-66.15
Glitter Solutions	\$9,641.84	\$6,389.04	0.66	4	198.91	196.85
Prism Enterprises	\$9,122.24	\$4,007.63	0.44	252	-49.09	-51.15
Morningstar Innovations	\$14,980.35	\$3,788.04	0.25	148	54.91	52.85
Catalyst Holdings	\$16,949.71	\$3,702.04	0.22	127	75.91	73.85
Blue Ocean Enterprises	\$10,646.40	\$3,321.31	0.31	115	87.91	85.85
Wise Vision Consulting	\$9,683.13	\$3,303.63	0.34	170	32.91	30.85
Inception Holdings	\$17,511.45	\$3,256.87	0.19	30	172.91	170.85
Altitude Innovations	\$9,878.72	\$3,148.32	0.32	350	-147.09	-149.15
Quantum Growth Partners	\$6,203.24	\$2,673.59	0.43	94	108.91	106.85
Future Innovations	\$9,935.03	\$2,115.79	0.21	284	-81.09	-83.15



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Catalyst Consulting	\$10,297.35	\$1,994.19	0.19	19	183.91	181.85
Onyx Innovations	\$8,481.98	\$1,870.20	0.22	70	132.91	130.85
Nucleus Ventures	\$1,911.21	\$1,736.66	0.91	366	-163.09	-165.15
Blue Sky Ventures	\$2,690.38	\$1,164.70	0.43	307	-104.09	-106.15
Luna Enterprises	\$2,276.71	\$888.80	0.39	7	195.91	193.85
Diamond Consulting	\$3,434.02	\$807.11	0.24	273	-70.09	-72.15
Velocity Solutions	\$6.73	\$0.03	0	37	165.91	163.85
Sum:	381,572.22	208,250.6				



Client at Risk Report by Account Representative for Acme B2B.

Run on 4/24/23.

Account Rep: Terry None

Top 20% at-risk clients for Terry None	Churn Score	Top 20% at-risk clients for Terry None
Quantum Resources	0.93	\$18,330.54
Kinetic Innovations	0.7	\$17,444.86
Nova Innovations	0.93	\$15,912.10
Wave Enterprises	0.85	\$15,134.92
Hightower Enterprises	0.66	\$14,004.65
The top 20% of your at-risk clients represent a total CLTV loss of:		\$80,827.07

Client	One Year CLTV	CLTV Loss	Churn Score	Days Since Last Sale	Days Variance from Average	Days Variance from Average of All
Quantum Resources	\$19,620.58	\$18,330.54	0.93	208	-41.23	-7.15
Kinetic Innovations	\$24,824.64	\$17,444.86	0.7	139	27.77	61.85
Nova Innovations	\$17,166.71	\$15,912.10	0.93	19	147.77	181.85
Wave Enterprises	\$17,804.09	\$15,134.92	0.85	306	-139.23	-105.15
Hightower Enterprises	\$21,180.71	\$14,004.65	0.66	35	131.77	165.85
Foresight Ventures	\$24,480.83	\$11,499.43	0.47	44	122.77	156.85
Eclipse Enterprises	\$12,189.99	\$11,294.53	0.93	141	25.77	59.85
Global Innovations	\$19,582.86	\$10,771.77	0.55	68	98.77	132.85
Phoenix Innovations	\$13,911.76	\$8,323.10	0.6	127	39.77	73.85
Hyperion Holdings	\$23,520.50	\$7,929.33	0.34	265	-98.23	-64.15
Aurora Innovations	\$13,243.09	\$6,513.30	0.49	115	51.77	85.85
Matrix Ventures	\$13,857.80	\$4,986.08	0.36	252	-85.23	-51.15
Zenith Consulting	\$5,580.10	\$4,783.51	0.86	117	49.77	83.85
Catalyst Resources	\$3,884.97	\$3,439.30	0.89	155	11.77	45.85
Redstone Innovations	\$8,488.47	\$2,886.46	0.34	230	-63.23	-29.15
Vitality Innovations	\$16,497.64	\$2,440.20	0.15	268	-101.23	-67.15
Unity Holdings	\$11,174.48	\$2,299.65	0.21	94	72.77	106.85
Glow Solutions	\$23,031.46	\$2,298.64	0.1	202	-35.23	-1.15
Luminary Enterprises	\$4,305.96	\$2,215.99	0.51	302	-135.23	-101.15
Optimal Enterprises	\$19,096.27	\$1,871.20	0.1	17	149.77	183.85
Stellar Enterprises	\$1,972.89	\$1,578.16	0.8	84	82.77	116.85
Dynamic Innovations	\$4,310.92	\$1,268.20	0.29	348	-181.23	-147.15
True North Ventures	\$3,452.41	\$1,129.32	0.33	338	-171.23	-137.15
Infinium Innovations	\$4,434.25	\$542.72	0.12	216	-49.23	-15.15
Blue Ridge Enterprises	\$1,655.80	\$503.88	0.3	167	-0.23	33.85
Jupiter Ventures	\$9,454.26	\$262.92	0.03	79	87.77	121.85



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Sum:	338,723.47	169,664.77				
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