

Referred By Report Dated 1/1/2010...12/31/2012

	Profit	Count	Sales Totals
Direct Mail	\$50,590.71	29	\$78,338.71

Coupon Battery Club	\$7,748.05	4	\$11,712.00
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Invoice #	Date	Patient Name	Total Amount
1017	8/14/2012	Erbes, Rita M	\$560.01
1069	3/8/2012	Freiheit, Suzanne S	\$2,871.01
1072	3/11/2012	Furner, Jerome D	\$1,628.01
1089	3/28/2012	Acquilina, Ronald D	\$2,689.02

Letter Follow-up	\$458.01	1	\$975.00
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Invoice #	Date	Patient Name	Total Amount
1026	8/24/2012	Evans, Eleanor E	\$458.01

May is Better Hearing Month	\$31,624.61	17	\$47,682.71
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Invoice #	Date	Patient Name	Total Amount
1010	8/7/2012	Greco, Joseph S	\$2,458.01
1052	2/20/2012	Festa, Fletcher C	\$458.01
1071	3/10/2012	Bartley, Patricia C	\$2,369.01
1075	3/14/2012	Foegen, Lennon D	\$2,717.02
1087	3/26/2012	Bielecki, Brigitte J	\$1,346.01
1088	3/27/2012	Garrison, Josephine G	\$658.01
1103	4/11/2012	Bonavito, Benjamin V	\$2,828.01
1107	4/15/2012	Gil, Treyven J	\$1,378.01
1119	4/27/2012	Golba, Thomas J	\$1,841.45
1131	5/9/2012	Harmon, Roger J	\$1,378.01
1136	5/14/2012	Graham, Lorraine G	\$2,285.01
1139	5/17/2012	Greener, Jennie Sue D	\$1,378.01
1152	5/30/2012	Accurso, Martin A	\$3,135.02
1308	7/18/2012	Ellis, Sarah M	\$1,102.01
1309	7/18/2012	Ellis, Sarah M	\$160.00
8048	10/31/2012	Gugliuzza, Nina F	\$1,556.01
8082	12/7/2012	Ellis, Sarah M	\$4,577.00

Open House 09/09	\$6,334.04	6	\$11,299.00
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Invoice #	Date	Patient Name	Total Amount
1020	8/16/2012	Makara, Matthew F	\$896.01
1361	8/23/2012	Makara, Matthew F	\$896.01
1362	8/13/2012	Makara, Matthew F	\$896.01
1364	8/25/2012	Makara, Matthew F	\$896.01
8053	11/6/2012	Thomas, William P	\$1.00
8083	12/7/2012	Smith, Marge	\$2,749.00

	Profit	Count	Sales Totals
Openhouse Letter	\$4,426.00	1	\$6,670.00

Invoice #	Date	Patient Name		Total Amount
8052	11/4/2012	Thomas, William P	\$4,426.00	\$6,670.00

Newspaper	\$79,255.74	37	\$106,607.68
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Full Page Ad 6/4/2012	\$3,256.02	2	\$4,490.00
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Invoice #	Date	Patient Name		Total Amount
1049	2/17/2012	Billica, M J	\$1,378.01	\$1,995.00
1061	2/29/2012	Fleischmann, Angeline W	\$1,878.01	\$2,495.00

Half Page Ad	\$40,719.00	19	\$50,164.00
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Invoice #	Date	Patient Name		Total Amount
8077	11/30/2012	Smith, Robert L	\$3,723.00	\$3,723.00
8086	12/9/2012	Smith, Robert L	\$392.00	\$392.00
8087	12/9/2012	Smith, Robert L	\$448.00	\$448.00
8088	12/9/2012	Smith, Robert L	\$478.00	\$478.00
8089	12/9/2012	Smith, Robert L		
8090	12/9/2012	Smith, Robert L		
8092	12/9/2012	Smith, Robert L		
8093	12/9/2012	Smith, Robert L		
8101	12/11/2012	Smith, Robert L	\$3,635.00	\$7,214.00
8102	12/11/2012	Smith, Robert L	\$179.00	\$179.00
8104	12/17/2012	Smith, Robert L	\$4,845.00	\$7,067.00
8105	12/17/2012	Smith, Robert L	\$160.00	\$299.00
8106	12/18/2012	Smith, Robert L	\$2,536.00	\$3,658.00
8107	12/18/2012	Smith, Robert L	\$179.00	\$179.00
8108	12/18/2012	Smith, Robert L	\$3,635.00	\$3,635.00
8109	12/18/2012	Smith, Robert L	\$160.00	\$299.00
8110	12/18/2012	Smith, Robert L	\$15,744.00	\$15,744.00
8112	12/19/2012	Smith, Robert L	\$4,605.00	\$6,849.00
8113	12/24/2012	Smith, Robert L		

Insert May Better Hearing Month	\$12,408.25	8	\$20,397.30
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Invoice #	Date	Patient Name		Total Amount
1016	8/13/2012	Erb, William A	\$3,956.02	\$6,990.00
1019	9/3/2010	Escobales, Daniel L	\$996.01	\$1,964.00
1066	3/5/2012	Cali, James A	\$1,921.23	\$2,598.36
1077	3/16/2012	Palermo, Joann D	\$1,473.01	\$2,107.00
1084	3/23/2012	Hufnagel, James C	\$658.01	\$1,175.00
1143	5/21/2012	Adams, Mary Ann J	\$2,317.95	\$3,033.94
1145	5/23/2012	Phillips, Richard L	\$907.02	\$2,350.00
1292	6/28/2012	Peterson, Matthew S	\$179.00	\$179.00

	Profit	Count	Sales Totals
ReSound Half Page Open House	\$22,872.47	8	\$31,556.38

Invoice #	Date	Patient Name		Total Amount
1023	8/19/2012	Angelino, Frank J	\$3,835.02	\$4,990.00
1058	2/26/2012	Basile, Bonnie K	\$2,380.01	\$2,995.00
1060	2/28/2012	Hoffman, Savannah S	\$2,379.01	\$2,995.00
1108	4/16/2012	Gilbert, Josephine M	\$1,823.01	\$2,495.00
1111	4/19/2012	Ginn, Lyman A	\$2,318.01	\$2,995.00
1132	5/10/2012	Gotshall, Milton G	\$5,579.02	\$6,990.00
1134	5/12/2012	Blakesley, Marshall A	\$2,160.39	\$3,227.38
1296	7/10/2012	Bowman, Lois K	\$2,398.00	\$4,869.00

Physician	?	146	\$1,581,881.84
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Clarke, Suzanne M MD	\$21,072.32	14	\$31,087.42
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Invoice #	Date	Patient Name		Total Amount
1021	8/17/2012	Ess, Agnes F	\$3,956.02	\$6,990.00
1032	8/29/2012	Baker, Gladys P	\$1,838.01	\$2,455.00
1100	4/8/2012	Roehmholdt, Janet G	\$510.01	\$1,175.00
1115	4/23/2012	Clarke, Anne C	\$3,606.02	\$4,990.00
1149	5/27/2012	Gusky, Patricia S	\$1,617.01	\$2,345.00
1154	6/1/2012	Allen, Renate G	\$1,758.01	\$2,495.00
1155	8/30/2012	Haas, Brett H	\$2,134.01	\$2,685.00
1287	6/26/2012	Ellis, Sarah M	\$221.00	\$273.19
1289	6/27/2012	Thomas, Anthony H	\$179.00	\$179.00
1290	6/27/2012	Ehrmann, Roberta I	\$179.00	\$179.00
8055	11/4/2012	Fanaro, Laurel M	\$4,428.00	\$6,675.00
8057	11/4/2012	Feeney, Clara E	\$200.23	\$200.23
8066	11/15/2012	Smith, Lori	\$179.00	\$179.00
8067	11/15/2012	Smith, Lori	\$267.00	\$267.00

Dehlin, Jennifer MD	\$83,749.77	41	\$115,863.81
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Invoice #	Date	Patient Name		Total Amount
1014	8/11/2012	Beeman, Pat A	\$2,425.01	\$2,995.00
1022	8/18/2012	Esslinger, Leroy P	\$1,686.01	\$2,462.00
1024	8/22/2012	Antersol, Caz'myr E	-\$509.00	\$291.00
1029	8/27/2012	Thomas, William P	\$1,912.01	\$2,495.00
1031	8/28/2012	Steel, Eleanor A	\$2,407.01	\$2,995.00
1033	2/1/2012	Falk, Judith P	\$1,378.01	\$2,069.81
1034	2/2/2012	Fanaro, Laurel M	\$4,797.02	\$5,990.00
1064	3/3/2012	Bates, Anne F	\$2,376.01	\$2,995.00
1065	3/4/2012	Francescutti, James T	\$2,875.01	\$3,626.06
1068	3/7/2012	Freiheit, Pascal K	\$552.01	\$1,201.44
1073	3/12/2012	Furnia, Dorothy A	\$2,368.01	\$3,062.39
1074	3/13/2012	Gajewski, Ola L	\$2,723.02	\$3,990.00

			Profit	Count	Sales Totals
1090	3/29/2012	Gatewood M.d., Paul A	\$3,281.02		\$4,603.00
1091	3/30/2012	Bork, Karen E	\$522.01		\$1,175.00
1094	4/2/2012	Hebert, Elijah M	\$2,341.01		\$2,995.00
1095	4/3/2012	Cornwell, Nicole J	\$4,014.03		\$5,985.00
1097	4/5/2012	Gerlach, Jeffrey	\$3,673.02		\$4,990.00
1099	4/7/2012	Bakkila, Raymond M	\$2,331.01		\$2,995.00
1101	4/9/2012	Giancarlo, Cherrl A	\$509.01		\$1,175.00
1102	4/10/2012	Bonavito, Nathan W	\$1,378.01		\$2,069.81
1104	4/12/2012	Bowser, Raymond A	\$1,827.01		\$2,495.00
1106	4/14/2012	Campagna, Mary M	\$504.01		\$1,175.00
1110	4/18/2012	Gill, Joan R	\$2,319.01		\$2,995.00
1116	4/24/2012	Danner, Eugene A	\$6,486.02		\$7,865.00
1118	4/26/2012	Barbach, David A	\$433.01		\$1,000.00
1121	4/29/2012	Augustyn, Josef E	\$2,307.01		\$2,995.00
1123	5/1/2012	Goraj, Gary M	\$3,605.02		\$4,990.00
1125	5/3/2012	Gore, E. M	\$2,601.02		\$3,990.00
1130	5/8/2012	Gorski, Evelyn F	\$1,378.01		\$1,995.00
1133	5/11/2012	Gould, Ralph A	\$5,558.02		\$6,990.00
1137	5/15/2012	Graham, Sharon D	\$1,784.01		\$2,495.00
1140	5/18/2012	Greico, Henrietta J	\$7,689.34		\$10,553.30
1141	5/19/2012	Ballsmith, Jessica A	\$2,281.01		\$2,995.00
1142	5/20/2012	Almeter, Jessica M	\$1,280.01		\$1,995.00
1147	5/25/2012	Braun, Richard L	\$658.01		\$1,175.00
8095	8/18/2012	Esslinger, Leroy P			
8096	8/18/2012	Esslinger, Leroy P			
8097	8/18/2012	Esslinger, Leroy P			
8098	8/18/2012	Esslinger, Leroy P			
8099	8/18/2012	Esslinger, Leroy P			
8100	8/18/2012	Esslinger, Leroy P			

Doughty, Scott MD \$5,096.01 2 **\$7,939.00**

Invoice #	Date	Patient Name		Total Amount
1008	8/5/2012	Ellis, Sarah M	\$2,199.00	\$4,444.00
1035	2/3/2012	Reardon, Susana T	\$2,897.01	\$3,495.00

Eldevick, Karen L MD \$10,810.06 5 **\$16,209.39**

Invoice #	Date	Patient Name		Total Amount
1028	8/26/2012	Fabiano, Richard E	\$1,522.01	\$2,104.00
1059	2/27/2012	Amuso, Dorothy S	\$1,928.01	\$2,995.00
1083	3/22/2012	Abramo, Douglas A	\$4,697.02	\$6,057.39
1129	5/7/2012	Bowlen, William L	\$658.01	\$1,175.00
8051	11/1/2012	Fabiano, Richard E	\$2,005.01	\$3,878.00

Fletemier, Amy L MD \$9,313.07 6 **\$14,108.75**

Invoice #	Date	Patient Name		Total Amount
1015	7/2/2011	Eppeira, Michael E	\$2,532.01	\$3,163.75

			Profit	Count	Sales Totals
1037	2/5/2012	Trudell, Mary Jane A	\$738.01		\$1,805.00
1096	4/4/2012	Gerhard, Carla A	\$2,838.01		\$3,495.00
1113	4/21/2012	Gioeli, Doris J	\$708.01		\$1,175.00
1114	4/22/2012	Shul, Norton A	\$1,316.02		\$2,350.00
8014	9/17/2012	Trudell, Mary Jane A	\$1,181.01		\$2,120.00

Folker, Randy MD

\$31,567.37 15 **\$43,123.21**

Invoice #	Date	Patient Name		Total Amount
1012	8/9/2012	Williams, Jacqueline G	\$2,426.01	\$2,995.00
1038	2/6/2012	Drumsta, Sr. Virginia M	\$2,894.01	\$3,495.00
1040	2/8/2012	McCadden, Celia M	\$1,378.01	\$2,039.89
1041	2/9/2012	Lindemuth, Eleanor E	\$3,390.01	\$3,461.00
1046	2/14/2012	Bampton, Patricia A	\$2,014.19	\$3,940.18
1047	2/15/2012	Arena, Casimera A	\$132.01	\$200.00
1051	2/19/2012	Ferris, Frances O	\$1,495.01	\$2,106.00
1053	2/21/2012	Feyerabend, Rudolph J	\$64.02	\$200.00
1067	3/6/2012	Baldwin, William M	\$3,705.02	\$5,046.14
1070	3/9/2012	Freudenthal, Thomas A	\$1,870.01	\$2,495.00
1092	3/31/2012	Arnold, Cheryl J	\$2,811.01	\$3,495.00
1098	4/6/2012	Roffle, Edward J	\$1,833.01	\$2,495.00
1105	4/13/2012	Beck, Lora M	\$506.01	\$1,175.00
1117	4/25/2012	Goatseay-Curto, Gerald L	\$4,293.02	\$5,990.00
1138	5/16/2012	Panepinto, Dorotea A	\$2,756.02	\$3,990.00

Hardie, Daniel MD

\$7,474.49 3 **\$11,130.45**

Invoice #	Date	Patient Name		Total Amount
1011	8/8/2012	Brady, Patrick M	\$2,008.01	\$3,938.00
1044	2/12/2012	Forster, Angelo R	\$4,808.47	\$6,017.45
1082	3/21/2012	Richey, Carmela E	\$658.01	\$1,175.00

Heichel, David J MD

\$3,714.03 3 **\$6,444.00**

Invoice #	Date	Patient Name		Total Amount
1054	2/22/2012	Heaney, Henryka U	\$132.01	\$200.00
1153	5/31/2012	Guzman, Eleanor D	\$1,574.01	\$2,310.00
8019	9/18/2012	Smith, Linda	\$2,008.01	\$3,934.00

Koivunen, Ray S MD

\$5,255.04 4 **\$8,010.00**

Invoice #	Date	Patient Name		Total Amount
1039	2/7/2012	Boncal, Sylvester H	\$458.01	\$975.00
1079	3/18/2012	Alessi, Tiago R	\$2,852.01	\$3,495.00
1080	3/19/2012	Barrett, Jayden E	\$2,851.01	\$3,495.00
1341	8/8/2012	Boncal, Sylvester H	-\$905.99	\$45.00

Profit Count Sales Totals

Romero, AI MD

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9

\$1,245,294.69

Invoice #	Date	Patient Name		Total Amount
1004	4/5/2010	Gugliuzza, Jeannie L	\$2,147.01	\$2,765.00
1045	2/13/2012	Bakowski, Jane M	\$3,256.02	\$5,046.14
1048	2/16/2012	Birosh, Edward A	\$177.01	\$435.00
1112	4/20/2012	Bearss, Phyllis V	\$558.01	\$1,075.00
1158	5/10/2012	Gugliuzza, Jeannie L	\$34.00	\$234.00
8068	11/15/2012	Gugliuzza, Jeannie L	\$183.00	\$191.45
8072	11/18/2012	Gugliuzza, Jeannie L	\$448.00	\$448.00
8075	11/18/2012	Gugliuzza, Jeannie L	\$536.00	\$536.00
8111	12/18/2012	Gugliuzza, Jeannie L	?	\$1,234,564.10

Short, William M MD

\$9,314.80

6

\$16,218.73

Invoice #	Date	Patient Name		Total Amount
1025	8/23/2012	Bialek, Hilda C	\$3,829.02	\$4,990.00
1042	2/10/2012	Fatuross, Arnold R	\$373.01	\$990.00
1120	4/28/2012	Bagdy, Drina J	\$488.01	\$1,175.00
1126	5/4/2012	Gorenflo, Brenda J	\$2,356.03	\$4,450.00
1127	5/5/2012	Gorenflo, Donald M	\$111.73	\$111.73
8103	12/12/2012	Bialek, Hilda C	\$2,157.00	\$4,502.00

Stade, Rachael PA

\$31,765.27

28

\$46,562.39

Invoice #	Date	Patient Name		Total Amount
1005	8/4/2012	Thomas, Anthony H	-\$291.98	\$144.00
1050	2/18/2012	Arkyns, Elizabeth L	\$2,385.01	\$2,995.00
1063	3/2/2012	Forsyth Iii, Genevieve A	\$1,877.01	\$2,495.00
1078	3/17/2012	Gallagher, James F	\$4,715.02	\$5,990.00
1297	7/10/2012	Ellis, Sarah M	\$1,256.01	\$2,363.00
1298	7/10/2012	Kulkarni, Roberta A	\$3,364.01	\$4,333.00
1300	7/12/2012	Thomas, Anthony H	\$179.00	\$179.00
1301	7/13/2012	Bowman, Lois K	\$100.00	\$102.25
1307	7/18/2012	Thomas, Anthony H	\$197.00	\$379.19
1310	7/19/2012	Ehrmann, Roberta I	\$3,276.01	\$4,256.00
1311	7/19/2012	Bowman, Lois K	\$160.00	\$299.00
1314	7/19/2012	Aiken, Angelo T	\$160.00	\$299.00
1315	7/20/2012	Barilko, Charles A	\$179.00	\$179.00
1343	8/8/2012	Adams, Arlene M	\$2,222.00	\$4,795.53
1349	8/17/2012	Ehrmann, Roberta I	\$160.00	\$299.00
1356	8/21/2012	Fontana, Dolores L	\$896.01	\$1,826.00
8000	8/24/2012	Danner, Eugene A	\$136.00	\$139.00
8004	9/6/2012	Thomas, Anthony H	\$221.00	\$273.00
8005	9/6/2012	Thomas, Anthony H	\$3,256.00	\$3,256.00
8006	9/6/2012	Myers, Louis J	\$160.00	\$299.00
8009	9/11/2012	Brady, Patrick M	\$1,257.16	\$2,375.42
8012	9/12/2012	Barbach, David A	\$1,175.01	\$2,109.00

			Profit	Count	Sales Totals
8017	9/18/2012	Thomas, Anthony H	\$181.00		\$184.00
8046	10/31/2012	Williams, Jacqueline G	\$77.00		\$169.00
8062	11/4/2012	Anderson, David M	\$2,213.00		\$3,335.00
8073	11/18/2012	Thomas, Anthony H	\$517.00		\$517.00
8074	11/18/2012	Williams, Jacqueline G	\$448.00		\$448.00
8076	11/29/2012	Thomas, Anthony H	\$1,290.00		\$2,524.00

Takala, Gerald M MD

\$6,362.05 6 **\$11,329.00**

Invoice #	Date	Patient Name		Total Amount
1013	6/7/2011	Epolito, Jean A	\$37.01	\$1,154.00
1124	5/2/2012	Goraj, Michael J	\$1,378.01	\$2,069.81
1135	5/13/2012	Graham, Shay C	\$2,756.02	\$3,990.00
1401	8/22/2012	Epolito, Jean A	\$2.00	\$5.19
8016	9/17/2012	Epolito, Jean A	\$179.00	\$179.00
8047	10/31/2012	Epolito, Jean A	\$2,010.01	\$3,931.00

Tobin-Anderson, Mary L MD

\$809.03 2 **\$3,216.00**

Invoice #	Date	Patient Name		Total Amount
1027	8/25/2012	Anderson, Seth J	\$1,318.03	\$2,925.00
1156	3/20/2012	Werth, David A	-\$509.00	\$291.00

Weinberg, Stuart M.D.

\$3,678.03 2 **\$5,345.00**

Invoice #	Date	Patient Name		Total Amount
1076	3/15/2012	Janson, Jane J	\$2,362.01	\$2,995.00
1128	5/6/2012	Gorman, Joseph T	\$1,316.02	\$2,350.00

Yellow pages

\$22,674.77 9 **\$31,799.55**

Coastal

\$12,277.75 4 **\$17,180.76**

Invoice #	Date	Patient Name		Total Amount
1057	2/25/2012	Fisher, Stephanie A	\$5,778.72	\$7,024.70
1085	3/24/2012	Clark Jr, Helen W	\$2,847.01	\$3,626.06
1086	3/25/2012	Barrett, William J	\$658.01	\$1,175.00
1357	8/21/2012	Fontana, Dolores L	\$2,994.01	\$5,355.00

Inland

\$8,015.01 4 **\$11,623.79**

Invoice #	Date	Patient Name		Total Amount
1313	7/19/2012	Aiken, Angelo T	\$3,267.01	\$4,350.79
1342	8/8/2012	Boncal, Sylvester H	\$160.00	\$299.00
8059	11/4/2012	Ferris, Frances O	\$160.00	\$299.00
8061	11/4/2012	Dunn, William R	\$4,428.00	\$6,675.00

	Profit	Count	Sales Totals
Verizon	\$2,382.01	1	\$2,995.00

Invoice #	Date	Patient Name		Total Amount
1056	2/24/2012	Bolognese, William G	\$2,382.01	\$2,995.00

GRAND TOTALS FOR ALL OFFICES			Total Profit	Total Count	Total Amount
			?	221	\$1,798,627.78