

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

	<b>Count</b>	<b>Sales</b>
<b>Direct Mail</b>	<b>29</b>	<b>\$78,338.71</b>
Coupon Battery Club	4	\$11,712.00
Letter Follow-up	1	\$975.00
May is Better Hearing Month	17	\$47,682.71
Open House 09/09	6	\$11,299.00
Openhouse Letter	1	\$6,670.00
<b>Newspaper</b>	<b>37</b>	<b>\$106,607.68</b>
Full Page Ad 6/4/2012	2	\$4,490.00
Half Page Ad	19	\$50,164.00
Insert May Better Hearing Month	8	\$20,397.30
ReSound Half Page Open House	8	\$31,556.38
<b>Physician</b>	<b>146</b>	<b>\$1,581,881.84</b>
Clarke, Suzanne M MD	14	\$31,087.42
Dehlin, Jennifer MD	41	\$115,863.81
Doughty, Scott MD	2	\$7,939.00
Eldevick, Karen L MD	5	\$16,209.39
Fletemier, Amy L MD	6	\$14,108.75
Folker, Randy MD	15	\$43,123.21
Hardie, Daniel MD	3	\$11,130.45
Heichel, David J MD	3	\$6,444.00
Koivunen, Ray S MD	4	\$8,010.00
Romero, Al MD	9	\$1,245,294.69
Short, William M MD	6	\$16,218.73
Stade, Rachael PA	28	\$46,562.39
Takala, Gerald M MD	6	\$11,329.00
Tobin-Anderson, Mary L MD	2	\$3,216.00
Weinberg, Stuart M.D.	2	\$5,345.00
<b>Yellow pages</b>	<b>9</b>	<b>\$31,799.55</b>
Coastal	4	\$17,180.76
Inland	4	\$11,623.79
Verizon	1	\$2,995.00
<b>GRAND TOTALS FOR ALL OFFICES</b>	<b>221</b>	<b>\$1,798,627.78</b>

**Total Amount**  
**\$1,798,627.78**