

	YEAR TO DATE	
	ACTUAL	PERCENT
INCOME		
BASIC TEXT	\$732,552.25	26.9 %
BASIC TEXT-SOFTBOUND	222,841.75	8.2
BASIC TEXT-CASTILIAN	22,329.50	.8
BASIC TEXT-FRENCH	73.50	.0
BASIC TEXT-GERMAN	42.00	.0
BASIC TEXT-PORTUGUESE	10.50	.0
BASIC TEXT-BRAZILIAN	7,890.75	.3
JUST FOR TODAY	230,782.00	8.5
JUST FOR TODAY: GIFT EDITION	8,700.00	.3
HANDBOOKS	23,781.30	.9
IT WORKS: HOW & WHY	244,157.70	9.0
IT WORKS: SPECIAL EDITION	35.00	.0
IT WORKS: GIFT EDITION	2,505.00	.1
MIRACLES HAPPEN	33,308.25	1.2
STEP WORKING GUIDES	389,352.90	14.3
LITERATURE	371,146.81	13.6
MEDALLIONS: BRONZE	170,017.62	6.2
MEDALLIONS: BI-PLATE	24,439.80	.9
MEDALLIONS: GOLD	9,953.99	.4
MEDALLIONS: SILVER	5,115.30	.2
KEYTAGS	296,196.95	10.9
CHIPS	22,264.52	.8
INFORMATION BOOKLETS	242,984.33	8.9
INFORMATION BOOKLETS-NON FIPT	15,349.93	.6
NA WAY MAGAZINE	34.50	.0
MISCELLANEOUS	347.50	.0
SPECIALTY ITEMS	14,415.90	.5
MINUTES/REPORTS	21,875.75	.8
PI PRODUCTS	697.94	.0
AUDIO MATERIALS	18,803.45	.7
GROUP/AREA MATERIALS	26,257.95	1.0
SHIPPING	126,220.83	4.6
DISCOUNTS	(556,954.56)	(20.4)
TOTAL INCOME	2,727,530.91	100.0
COST OF MERCHANDISE		
BASIC TEXT	126,793.38	4.6
BASIC TEXT-SOFTBOUND	22,023.83	.8
BASIC TEXT-CASTILIAN	6,410.04	.2
BASIC TEXT-FRENCH	27.59	.0
BASIC TEXT-GERMAN	49.53	.0
BASIC TEXT-PORTUGUESE	4.86	.0
BASIC TEXT-BRAZILIAN	1,929.84	.1
JUST FOR TODAY	30,855.74	1.1
JUST FOR TODAY: GIFT EDITION	2,937.35	.1
MIRACLES HAPPEN	(510.45)	.0
STEP WORKING GUIDES	75,260.72	2.8