| All Source List Codes | \# of Names*(Nose Count) | **Total Registrations (from these names) |  |  |  |  |  | Course Fee |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% | Count | \% | Ct/Web | \$ paid | \% |  |
| Catalog received by mail | 2 | 6.6\% | 9 | 7.2\% 4 | 44.4 \% | \$1375 | 5.4\% | \$152.78 |
| Don't know | 2 | 6.6\% | 8 | 6.4\%6 | 75.0 \% | \$1125 | 4.4\% | \$140.63 |
| Highway Billboard | 1 | 3.3\% | 3 | 2.4\%2 | 66.6 \% | \$445 | 1.7\% | \$148.33 |
| Internet Surfing | 18 | 60.0\% | 75 | 60.4\% 55 | 73.3 \% | \$15609 | 61.8\% | \$208.13 |
| Referred by a Friend | 7 | 23.3\% | 29 | 23.3\%21 | 72.4 \% | \$6697 | 26.5\% | \$230.93 |
| Totals | 30 |  | 124 | 88 |  | \$25251 |  | \$203.64 |

*If Sort Criteria is a NAMES data field
** If Query has a reference to Course or Registrations
The total names (in summary) is the \# of unique people in the entire report
$\mathbf{C t} / \mathrm{Web}=\%$ of Registrations in the count that were from Web

