

# Sales Order

Station: **KJLH-FM** Buyer: \_\_\_\_\_  
 Contract Name: **Lamar Willis 4 Compton Mayor** Tax Schedule: \_\_\_\_\_ (None)  
 Contract#: **46881** Agency Commission %: **0**  
 Start Date: **2/18/21** End Date: **4/20/21** Billing Cycle: **Standard**  
 Revenue Type: **Polit-Local Dir** Type: **Cash** Salesperson: **1724towe** Comm %: **10**  
 Advertiser: **LAMAR WILLIS** Makegood Policy: **Within Contract Dates**  
 Address: **217 South Essey Avenue**  
 City: **Compton** State: **CA** Zip: **90221**  
 Phone: **(310) 864-1639**  
 Product Name: **Lamar Willis for Compton**  
 Competitive Code: **POLITICAL**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk		D/W	SPOTS		\$\$
1	2/18/21	4/20/21		6:00 AM	10:00 AM	60		2	1	2	2			7	D	100.00	62	6,200.00	3
2	2/18/21	4/20/21		10:00 AM	3:00 PM	60		1	1	1	1			4	D	100.00	35	3,500.00	3
3	2/18/21	4/20/21		3:00 PM	7:00 PM	60		1	2	1	2			6	D	100.00	52	5,200.00	3
4	2/18/21	4/20/21		5:00 AM	6:00 AM	60	1	1	1	1	1			5	D	25.00	44	1,100.00	3
5	2/20/21	4/17/21		10:00 AM	1:00 PM	60						3		3	D	50.00	27	1,350.00	3
6	2/21/21	4/18/21		12:00 PM	6:00 PM	60							4	4	D	50.00	36	1,800.00	3
7	3/05/21	3/19/21		5:00 AM	6:00 AM	60					1			1	D	25.00	3	75.00	3

No	DATES		INVENTORY TYPE	ORDER BY	QTY	PRICING STRUCTURE	RATE	TOTAL
	START	END						
1	2/20/21	2/20/21	DIGITAL	Non Spot Item	1	Per Item	\$200.00	\$200.00
New / Revised								
Revenue Type: Website E-Blast Local - NEW								
Salesperson Commission: 22.00%								
Daypart: M-S 12:00 AM-12:00 AM								
2	3/13/21	3/13/21	DIGITAL	Non Spot Item	1	Per Item	\$200.00	\$200.00
New / Revised								
Revenue Type: Website E-Blast Local - NEW								
Salesperson Commission: 22.00%								
Daypart: M-S 12:00 AM-12:00 AM								
3	3/27/21	3/27/21	DIGITAL	Non Spot Item	1	Per Item	\$200.00	\$200.00
New / Revised								
Revenue Type: Website E-Blast Local - NEW								
Salesperson Commission: 22.00%								
Daypart: M-S 12:00 AM-12:00 AM								
4	4/03/21	4/03/21	DIGITAL	Non Spot Item	1	Per Item	\$200.00	\$200.00
New / Revised								
Revenue Type: Website E-Blast Local - NEW								
Salesperson Commission: 22.00%								
Daypart: M-S 12:00 AM-12:00 AM								
5	2/22/21	4/20/21	DIGITAL	Non Spot Item	315	Per Item	\$5.00	\$1,575.00
New / Revised								
Revenue Type: Streaming Spots Local - NEW								
Salesperson Commission: 22.00%								
Daypart: M-S 12:00 AM-12:00 AM								

Billing Projections: By Month

	Feb 21	Mar 21	Apr 21
CA	3,865.00	10,891.51	6,843.49
ST	3,865.00	9,935.00	7,800.00

Print Spot Prices

TOTAL SPOTS .....	259
SPOT TOTAL \$ .....	19,225.00
ALTERNATIVE REVENUE TOTAL \$ .....	2,375.00
GROSS TOTAL \$ .....	21,600.00
ADJUSTED SPOTS .....	259
ADJUSTED TOTAL \$ .....	21,600.00

APPROVE    DECLINE

- General Manager
- Sales Manager
- 1724khar, 02/16/21 @1:48PM
- 1724chay, 02/16/21 @1:56PM