



285 Broad Street Hartford, CT 06115
Phone: 860-527-6161 Fax: 860-520-6576

SALES ADJUSTMENT FORM

DATE: 11/6/2012

SALESPERSON: Johannesson

AGENCY: Mentzer Media Services

ADVERTISER: L McMahon / Republican / Senate

PRODUCT: Linda McMahon 4 Sen

AGENCY/ADVERTISER#: _____

INVOICE#: TC 1200369

GROSS \$: \$75-

INVOICE DATE: 10/28/12

AGENCY COMM: \$11.25

DEBIT/CREDIT: CREDIT

NET \$: \$63.75

REASON(S):

☐ Wrong Rate

☐ Poor Rotation

☐ Wrong Copy

☐ Sales Failed to Cancel

☐ Extra Spots

☐ Traffic Failed to Cancel

☐ Makegood Unacceptable

☐ Order Written Wrong

☐ Ran Out of Time Period

☒ Other Explanation

REASON FOR ADJUSTMENT (Specify Dates & Times)

Bitical LOR
Line 67 4-spots aired 4:43:34pm 10/5/12 Booked at \$300-
LOR \$225. Rebate \$75-

General Manager: _____

Controller: _____

Director of Sales: _____

National Sales Manager: _____

Local Sales Manager: _____

Traffic Manager: _____

Date Entered Into System: _____



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SALESPERSON: Johannessen

AGENCY: Mentzer

ADVERTISER: L McMahon / Republican / Senate

PRODUCT: Linda McMahon 4 Sen

AGENCY/ADVERTISER#: _____

INVOICE#: TC 12100367 GROSS \$: \$75-
INVOICE DATE: 10/28/12 AGENCY COMM: 11.25
DEBIT/CREDIT: CREDIT NET \$: \$63.75

REASON(S):

- | | |
|---|---|
| <input type="checkbox"/> Wrong Rate | <input type="checkbox"/> Poor Rotation |
| <input type="checkbox"/> Wrong Copy | <input type="checkbox"/> Sales Failed to Cancel |
| <input type="checkbox"/> Extra Spots | <input type="checkbox"/> Traffic Failed to Cancel |
| <input type="checkbox"/> Makegood Unacceptable | <input type="checkbox"/> Order Written Wrong |
| <input type="checkbox"/> Ran Out of Time Period | <input checked="" type="checkbox"/> Other Explanation |

REASON FOR ADJUSTMENT (Specify Dates & Times)

Political LUR
Line 12 4-Spm. 4:38:22pm 10/22 @300. LUR \$225.
Refute \$75-

General Manager: _____

Controller: _____

Director of Sales: _____

National Sales Manager: _____

Local Sales Manager: _____

Traffic Manager: _____

Date Entered Into System: _____



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AGENCY: Mentzer

ADVERTISER: McMahon/Republican/Senate

PRODUCT: Linda McMahon 4 Sen

AGENCY/ADVERTISER#: _____

INVOICE#: TC12100366 GROSS \$: \$300-

INVOICE DATE: 10/28/12 AGENCY COMM: \$45-

DEBIT/CREDIT: CREDIT NET \$: \$255-

REASON(S):

- | | |
|---|---|
| <input type="checkbox"/> Wrong Rate | <input type="checkbox"/> Poor Rotation |
| <input type="checkbox"/> Wrong Copy | <input type="checkbox"/> Sales Failed to Cancel |
| <input type="checkbox"/> Extra Spots | <input type="checkbox"/> Traffic Failed to Cancel |
| <input type="checkbox"/> Makegood Unacceptable | <input type="checkbox"/> Order Written Wrong |
| <input type="checkbox"/> Ran Out of Time Period | <input checked="" type="checkbox"/> Other Explanation |

REASON FOR ADJUSTMENT (Specify Dates & Times)

Rebutted LOR. Line 5 booked @ \$300. LOR \$225
4x 10/24 @ 4:57:35p, 10/23 @ 4:22:49p,
10/25 @ 4:39:09p, 10/26 @ 4:41:00p
Rebutte \$300

General Manager: _____

Controller: _____

Director of Sales: _____

National Sales Manager: _____

Local Sales Manager: _____

Traffic Manager: _____

Date Entered Into System: _____



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DATE: 11/6/2012

SALESPERSON: Johannessen

AGENCY: Mentzer

ADVERTISER: McMahon/Republican/Senate

PRODUCT: Linda McMahon 4 Sec

AGENCY/ADVERTISER#: _____

INVOICE#: TC 12100375 GROSS \$: 5675

INVOICE DATE: 10/28/12 AGENCY COMM: *851.25

DEBIT/CREDIT: Credit NET \$: 4823.75

REASON(S):

- | | |
|---|---|
| <input type="checkbox"/> Wrong Rate | <input type="checkbox"/> Poor Rotation |
| <input type="checkbox"/> Wrong Copy | <input type="checkbox"/> Sales Failed to Cancel |
| <input type="checkbox"/> Extra Spots | <input type="checkbox"/> Traffic Failed to Cancel |
| <input type="checkbox"/> Makegood Unacceptable | <input type="checkbox"/> Order Written Wrong |
| <input type="checkbox"/> Ran Out of Time Period | <input checked="" type="checkbox"/> Other Explanation |

REASON FOR ADJUSTMENT (Specify Dates & Times)

Political hub. See attached for dates & times
Line 17 3x @ \$2,000 LUR \$1,800
Line 19 2x @ \$900 LUR \$800
Line 53 6x @ \$3,800 LUR \$3,000
Line 72 1x @ \$300 LUR \$225

General Manager: _____

Controller: _____

Director of Sales: _____

National Sales Manager: _____

Local Sales Manager: _____

Traffic Manager: _____

Date Entered Into System: _____