

F.N. BURT

Salesman

\$33.55

Seems very conscientious and anxious to please. Slightly shabby, "milque-toast" appearance, on the ministerial student type somewhat but pleasant, interested in work, and good attitude I'd say. Not forceful character but not likely to offend anybody either.

Analyzed accounts over 21 day period, found he made 70 calls, averaging 3 1/3 per day, made total of 9 sales, between \$426 and \$526 worth of business, or averaging \$22.60 per day.

Though made less calls than McDonald and less sales, rather inclined to like him better. Escoe says he sold two of the hardest accounts in Austin--Ralph Goeth of Tips Engine Works and C&S Sporting Goods.

Draft status

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