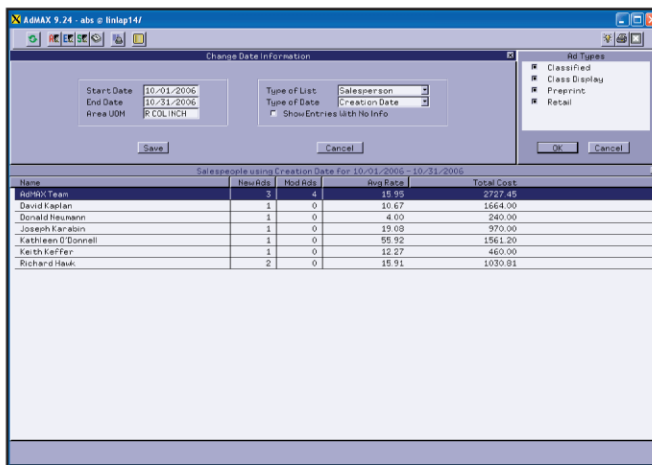


Ad Directors and Classified Managers:

Do you know if your commission payments are earned?



The screenshot shows the AdMAX 9.24 software interface. A 'Change Date Information' dialog box is open, displaying the following fields:

- Start Date: 10-01-2006
- End Date: 10-31-2006
- Area UOM: P COL INCH
- Type of List: Salesperson
- Time of Day: Creation Date
- Show Entries With No Info: (checkbox)

Buttons include 'Save', 'Cancel', 'OK', and 'Cancel'.

Below the dialog box, a table titled 'Salesperson using Creation Date for 10/01/2006 - 10/31/2006' is visible. The table has the following columns: Name, New Bids, Mod Bids, Avg Rate, and Total Cost.

| Name | New Bids | Mod Bids | Avg Rate | Total Cost |
|--------------------|----------|----------|----------|------------|
| Richard Hawk | 1 | 0 | 18.27 | 1827.00 |
| David Keenan | 1 | 0 | 16.67 | 1664.00 |
| Donald Neumann | 1 | 0 | 4.00 | 240.00 |
| Joseph Karabin | 1 | 0 | 19.09 | 970.00 |
| Kathleen O'Donnell | 1 | 0 | 96.92 | 1961.00 |
| Kerth Koffler | 1 | 0 | 12.27 | 460.00 |
| Richard Hawk | 2 | 0 | 18.91 | 1030.01 |

Ad salesperson Bob (not his real name) put more insertions on ad tickets than advertisers requested. After the actual requested insertions had run, Bob canceled the rest but was able to pocket the commission for the entire initial order. He had probably been doing it for years with no one the wiser.

Within a week after go-live, **AdMAX's** commission reports fully documented Bob's embezzling.

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