



Bravo Pawn Platform

Point of Sale · eCommerce · Mobile

Partners of the NPA

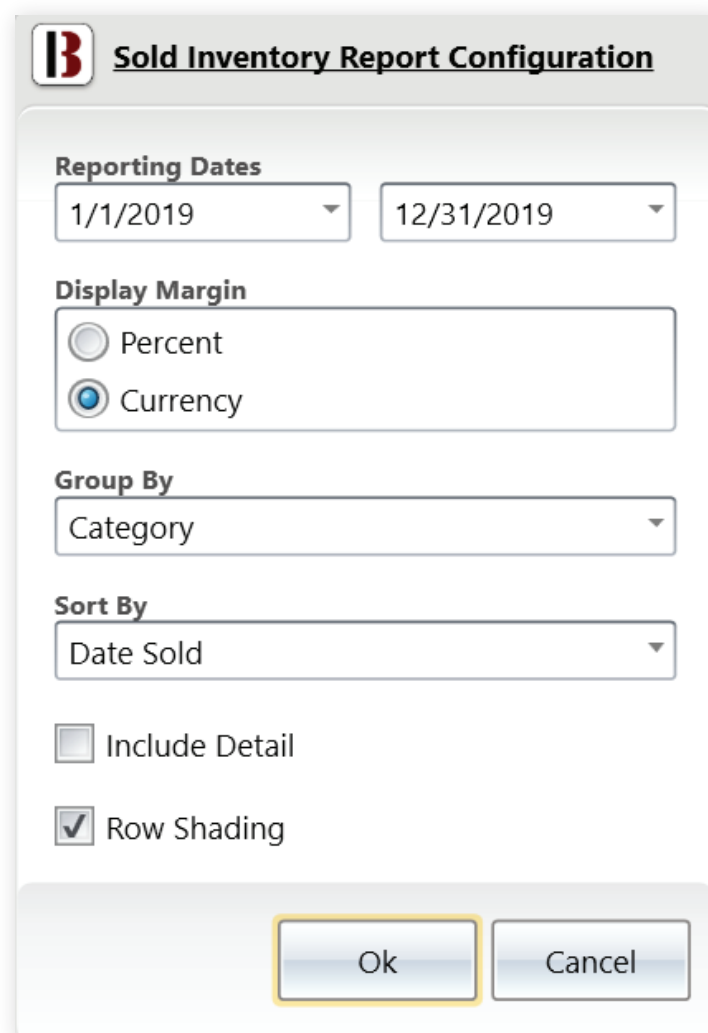
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Bravo Directions to Complete the NPA QUESTIONNAIRE

| SALES AND INVENTORY | | |
|--|---|----------------|
| 1. | Enter your sales and pawn dollars for each of the product categories: | |
| | Sales \$ | Pawn \$ |
| Firearms (including accessories and ammunition) | \$ 000 | \$ 000 |
| Jewelry | \$ 000 | \$ 000 |
| Tools | \$ 000 | \$ 000 |
| Electronics | \$ 000 | \$ 000 |
| Luxury Fashion/Bags | \$ 000 | \$ 000 |
| Vehicles | \$ 000 | \$ 000 |
| All Other | \$ 000 | \$ 000 |
| TOTAL (sum of above) | \$ 000 | \$ 000 |

SALES

To find these values you can use the **Sold Inventory** report in Bravo. Make sure to run it for the entire year, so starting time will be 1/1/19 and the end will be 12/31/19. Detail is not necessary here as we are only looking for amounts of totals.



B Sold Inventory Report Configuration

Reporting Dates

1/1/2019 12/31/2019

Display Margin

☐ Percent

☒ Currency

Group By

Category

Sort By

Date Sold

☐ Include Detail

☒ Row Shading

Ok Cancel

Each category on the **Sold Inventory** report will be split out on the left hand side and then you can take the Price Sold and input that into the **SALES** in the NPA form. You will need to tally up the categories so that you can place them in the correct section in the NPA form. So, for instance, Jewelry will have “Lady’s Gold Rings”, “Gent’s Gold Rings” etc. Do this for each category on the NPA sheet.

TEST STORE

Sold Inventory VTS

Reporting Dates: 1/1/2019 - 12/31/2019
Group By: Category
Sort By: Date Sold

| Category | Margin | Discount % | Price Sold | Cost |
|--|------------|------------|------------|------------|
| Gent's Wristwatches (Wristwatch) | \$3,853.00 | 0.00% | \$9,679.98 | \$5,826.98 |
| Lady's Gold Rings (Gold Rings) | \$14.01 | 0.00% | \$600.00 | \$585.99 |
| Gent's Gold Rings (Gold Rings) | \$470.00 | 0.00% | \$600.00 | \$130.00 |
| Standard CRT (Televisions) | \$4,976.00 | 0.00% | \$5,000.00 | \$24.00 |
| Cell Phones & Smart Phones (Cell Phones & Accessories) | \$4,004.50 | 0.00% | \$5,044.99 | \$1,040.49 |
| CD Player & Recorders (Home Audio) | \$0.00 | 0.00% | \$1.00 | \$1.00 |
| DVD (Movie) | \$4.00 | 0.00% | \$5.00 | \$1.00 |
| Blu-Ray (Movie) | \$520.51 | -1,100.00% | \$540.00 | \$19.49 |
| PlayStation 4 Consoles (Home Game Console) | (\$49.00) | 0.00% | (\$99.00) | (\$50.00) |
| PC Games (Video Game) | \$0.00 | 0.00% | (\$5.00) | (\$5.00) |
| Video Game Accessory (Video Game) | \$0.67 | 0.00% | \$1.00 | \$0.33 |
| Gold-Diamond Bracelets (Bracelets) | \$382.90 | 0.00% | \$3,829.00 | \$3,446.10 |
| Miscellaneous Toys (Games/Toy/Hobby) | (\$4.55) | 74.71% | (\$4.55) | \$0.00 |
| Acoustic Guitars (Guitar) | \$2.00 | 0.00% | \$19.99 | \$17.99 |
| Outdoor Backpacks (Sporting Goods) | \$25.22 | 0.00% | \$40.00 | \$14.78 |
| Battery & Chargers (Tools) | \$41.31 | 0.00% | \$54.00 | \$12.69 |

PAWNS

To find these values you will need to go into the **Loans/Buys** section of Bravo and run an **Ad Hoc Report** for each category. So, for running Jewelry, I will do the following Ad Hoc report. Repeat this process for each of the sections the NPA asks for.

The screenshot shows the Bravo Ad Hoc Loan Report Generator interface. The top navigation bar includes the Bravo logo, a home icon, the text "Loans/Buys", the version "Bravo Version 2.5.6.44", and the store name "TEST STORE (VTS) Naples, FL". There are checkboxes for "Show silent" (checked) and "Delay".

The main content area is titled "Bravo Ad Hoc Loan Report Generator". It features a sidebar on the left with a "No Image Available" placeholder and several input fields: "Number", "Tag Description", "Location", "Amount", "Manufacturer/Model", "Serial Number", and a "Roll Over" checkbox.

The main form area contains the following elements:

- A text input field for "Enter new custom report name".
- A dropdown menu for "Choose Columns".
- A dropdown menu for "Add New Criteria".
- A "Create Date" section with a "range" label, two date pickers set to "1/1/2019" and "12/31/2019", and a red "X" icon.
- A "Category" section with an equals sign, a dropdown menu set to "Jewelry", and a red "X" icon.

At the bottom, there is a "New Report" button and a dropdown menu for "Choose Saved Report".

Once that report runs click on **Layouts** on the top right corner and once opened click on the **Show summary panel** button. This will give you the total that you can place on the NPA form.

Loans/Buys - Ad Hoc
 Bravo Version 2.5.6.44

☒ Show silent ☐ Delay

TEST STORE (VTS)
 Naples, FL

TRAVIS@TST
[Solution Center](#)
[My Help Cases](#)
[Lock Session](#)

Staging

Find Image or Capture!
 Increase your chance to sell
 on Internet by 90%

Ad Hoc: 104 Ticket Number
 Layouts

Name Not Shared
 Saved Layouts X

☒ Show summary panel

| Number | Ticket Numb... | Disposition | Disposition D... | Due Date | Pull Date | C... | Amount | Age | Mobi... | SMS |
|-----------------|----------------|-------------|------------------|-------------|-------------|-------|-------------|-----|---------|-----|
| LT-VTS000947-00 | LT-VTS000947 | NOTICE | 5/8/2020 | 5/1/2020 | 5/18/2020 | G... | \$100.00 | 244 | | |
| | LT-VTS000943 | RENEWED | 5/6/2020 | 4/2/2020 | 4/13/2020 | V... | \$500.00 | 274 | | |
| | LT-VTS000792 | EXPIRED | 3/24/2020 | 7/11/2019 | 7/12/2019 | NI... | \$10.00 | 448 | | DNT |
| | LT-VTS000914 | NOTICE | 3/24/2020 | 2/22/2020 | 4/23/2020 | V... | \$26.00 | 376 | | |
| | LT-VTS000934 | RENEWED | 2/21/2020 | 3/21/2020 | 4/1/2020 | V... | \$34.00 | 284 | | |
| | LT-VTS000910 | VOID LO... | 12/30/2019 | 1/29/2020 | 1/30/2020 | V... | \$137.00 | 246 | | |
| | FT-VTS000933 | ON LOAN | 12/20/2019 | 2/20/2020 | 2/21/2020 | V... | \$210.00 | 256 | | |
| | LT-VTS000909 | ON LOAN | 12/20/2019 | 1/19/2020 | 1/20/2020 | NI... | \$126.00 | 256 | | DNT |
| | LT-VTS000906 | REDEEMED | 12/16/2019 | 4/14/2020 | 4/25/2020 | V... | \$126.00 | 260 | | |
| | LT-VTS000903 | REDEEMED | 12/16/2019 | 3/13/2020 | 3/24/2020 | V... | \$174.00 | 292 | | |
| | LT-VTS000894 | REDEEMED | 12/16/2019 | 1/30/2020 | 3/1/2020 | V... | \$114.00 | 305 | | |
| | LT-VTS000902 | REDEEMED | 12/16/2019 | 3/13/2020 | 3/24/2020 | V... | \$865.00 | 292 | | |
| | LT-VTS000901 | REDEEMED | 12/16/2019 | 3/13/2020 | 3/24/2020 | V... | \$524.00 | 292 | | |
| | LT-VTS000778 | REDEEMED | 12/16/2019 | 8/30/2019 | 9/14/2019 | V... | \$107.05 | 579 | | |
| | LT-VTS000887 | REDEEMED | 12/16/2019 | 11/13/20... | 12/14/20... | V... | \$84.00 | 323 | | |
| | | | | | | | Sum | | | |
| | | | | | | | \$99,248.85 | 472 | | |

Location Amount \$100.00 Qty 1
 Customer: GON FREE
 Last Contact for this ticket:
 By MAIL on 5/8/2020
☐ Roll Over
☐ Underwritten

Price Guide Report
 Notes
 Item Detail
 Customer View

Cancel Save
 Loans To Expire 52
 Loans to Roll Over 1
 Loans Requiring Notices 17
 Roll Overs Requiring Notice
 Loans on Notice 7
 Loans to Retag
 Pickup Transfer
 Pickup Return
 All Active
 Contacted But No Activity 6
 Review Pending Changes
 Loans/Buys Needing Locatio... 49
 Pick Up
 Transfer Loans
 Receive Loans
 Reprint Notice
 Ad Hoc Reporting

2.

Enter your sales and inventory information by month for 2019:

| | # of Sales Transactions | Sales \$ | Cost of Goods Sold (COGS) | Ending Inventory Balance |
|--------------------------------|-------------------------|----------|---------------------------|--------------------------|
| January | # 000 | \$ 000 | \$ 000 | \$ 000 |
| February | # 000 | \$ 000 | \$ 000 | \$ 000 |
| March | # 000 | \$ 000 | \$ 000 | \$ 000 |
| April | # 000 | \$ 000 | \$ 000 | \$ 000 |
| May | # 000 | \$ 000 | \$ 000 | \$ 000 |
| June | # 000 | \$ 000 | \$ 000 | \$ 000 |
| July | # 000 | \$ 000 | \$ 000 | \$ 000 |
| August | # 000 | \$ 000 | \$ 000 | \$ 000 |
| September | # 000 | \$ 000 | \$ 000 | \$ 000 |
| October | # 000 | \$ 000 | \$ 000 | \$ 000 |
| November | # 000 | \$ 000 | \$ 000 | \$ 000 |
| December | # 000 | \$ 000 | \$ 000 | \$ 000 |
| Total | # 000 | \$ 000 | \$ 000 | |
| Prior Year Total (2018) | # 000 | \$ 000 | \$ 000 | |

To find the **# of Sales Transactions**, **Sales**, **COGS**, and **Ending Inventory Balance**, you can run the **Company Performance Report** on the dashboard of Bravo. Run each month by itself by entering in the starting date (left) and the ending date (right). Take from the 2 column known as ***Grand Total**. You can run this report for a full year as well, so do that for the **Prior Year Total** portion.

The screenshot displays the Bravo dashboard interface. At the top, there's a header bar with a home icon, the word "Dashboard", "Bravo Version 2.5.6.44", a "Show silent" checkbox, a "Delay" checkbox, a "RD" tab, and "TEST STORE (VTS) Naples, FL". Below the header, there's a user profile section with fields for "First Name", "Last Name", "Phone #", "E-Mail Address", and "Business Name", along with "Search", "Last", and "Cash Sale" buttons. To the right is a "Smart Search" section with a search bar and a magnifying glass icon. Below these are two buttons: "The Estimator" and "Jewelry Master". A central "Select Date Range" dialog box is open, showing a date range from 9/1/2020 to 9/1/2020, with "Ok" and "Cancel" buttons. The dashboard also features several performance widgets: "Employee Performance", "Store Performance", "eCommerce Performance" (with a "Live Web Rating: 100.00%" indicator), and "Company Performance". A "Favorites" section shows icons for eBay, FedEx, PayPal, UPS, buya, FAKE, craigslist, YouTube, and Facebook. At the bottom, there's a "Tasks" section with a grid of task cards, each with a red notification bubble indicating the number of tasks: "Layaways Needing Location" (24), "Layaways Overdue" (30), "Items Waiting to be Priced" (25), "Loan/Buy Locations" (49), "Loans To Expire" (52), "Loans Requiring Notices" (17), "Loans to Retag", "Pickup Transfer", "Police Export" (65), "Post to Accounting" (91), "Batches to Receive" (6), "Web Fulfillment", "Web In-Store Pickup", "Locate Pending Payment", "Web Payment Settlement", "Web Returns", "Web Offers", "Web Feedbacks", "Consignment Payables" (4), and "Loans Batches to Receive".

OF SALES TRANSACTIONS

Will be line 11 on the report, known as **Retail Sales Total Qty.**

SALES

Is line 10 on the report, known as **Retail Sales Total Amt.**

COGS

Is line 17 on the report, known as **Retail Sales Item Cost.**

ENDING INVENTORY BALANCE

Is line 1 on the report, known as **Inventory Balance.**

| Metric Description | * Grand Total |
|---|----------------|
| Inventory Balance | \$9,281,684.41 |
| Inventory Turns Annually | 0.000 |
| Loan Balance | \$1,469,979.84 |
| New Loans Written Amt | \$22,920.24 |
| New Loans Written Qty | 91 |
| New Buys Written Amt | \$3,399.00 |
| New Buys Written Qty | 18 |
| New Buys Written Amt MTD | \$3,399.00 |
| New Buys Written Qty MTD | 18 |
| Retail Sales Total Amt | \$844.24 |
| Retail Sales Total Qty | 18 |
| Retail Sales (Taxable) | \$5,793.00 |
| Retail Sales (Tax Exempt - Other) | (\$4,948.76) |
| Retail Sales (Tax Exempt - Certificate) | \$0.00 |
| Retail Sales (Tax Exempt - Shipped) | \$0.00 |
| Retail Restocking Fees | \$0.00 |
| Retail Sales Item Cost | \$4,061.70 |
| Retail Sales Gross Profit % | -381.10 % |
| Retail Sales Gross Profit Amt | (\$3,217.46) |
| Retail Sales Total Amt MTD | \$844.24 |
| Retail Sales Total Qty MTD | 18 |
| Retail Sales (Taxable) MTD | \$5,793.00 |
| Retail Sales (Tax Exempt - Other) MTD | (\$4,948.76) |
| Retail Sales (Tax Exempt - Certificate) MTD | \$0.00 |
| Retail Sales (Tax Exempt - Shipped) MTD | \$0.00 |
| Retail Restocking Fees MTD | \$0.00 |
| Retail Sales Item Cost MTD | \$4,061.70 |
| Retail Sales Gross Profit % MTD | -381.00 % |
| Retail Sales Gross Profit Amt MTD | (\$3,217.46) |

| | | | |
|----|--|--------|----------------|
| 4. | Enter your seizures and holds at cost paid for 2019: | | |
| | | Number | Total value \$ |
| | Seizures | # | \$ |
| | Police Holds | # | \$ |

For finding the **Police Holds** you can run the **On Hold Listings** report in Bravo and you will see a list of all items in your store that are on hold for whatever reason. Then you need to find which ones have a reason for **POLICE INVENTORY HOLD** (**POLICE LOAN HOLD**, if it's a loan) and **POLICE PICKUP**, note down the amount and add up the quantity of items that have these statuses.

| TEST STORE | | | | | | |
|---------------|-------------------------------------|--------------|--------------------------|-------------|---|----------|
| VTS | | | | | | |
| Tkt Num | Description | Pawn Amt | Disposition | Disp Date | Comments | Customer |
| FT-VTS000101 | MISRIAH ARMORY RIFLE NORNFANG | \$900,000.00 | POLICE PICKUP | 1/11/2018 | Case: 3213213 Badge: 132321 Officer: 1231321 123132 | STAMPEDE |
| FT-VTS000102 | SMITH & WESSON PISTOL MODEL 41 | \$130.00 | POLICE PICKUP | 1/11/2018 | Case: UR MUM Badge: N/A Officer: N/A N/A | STAMPEDE |
| LT-VTS000443 | DRAGON BALL CANE NYOIBO | \$24.00 | POLICE PICKUP | 8/6/2018 | Case: TS-68457 Badge: 12345 Officer: BRYCE SMITH | STAMPEDE |
| LT-VTS000444 | TRIGUN SUNGLASSES SUNGLASSES | \$23.00 | POLICE PICKUP | 8/6/2018 | Case: TS-68457 Badge: 12345 Officer: BRYCE SMITH | STAMPEDE |
| LT-VTS000455 | O WAZAMONO SWORD SHUSUI | \$250.00 | POLICE PICKUP | 8/6/2018 | Case: TS-68457 Badge: 12345 Officer: BRYCE SMITH | STAMPEDE |
| LT-VTS000783 | USED MICROSOFT ACCESSORIES XBOX | \$4.00 | POLICE PICKUP | 4/30/2019 | Case: 093091A Badge: 12312541 Officer: TODAY MICK | DUNAWAY |
| LT-VTS000783 | USED MICROSOFT XBOX 360 XBOX 360 | \$2.00 | POLICE PICKUP | 4/30/2019 | Case: 093091A Badge: 12312541 Officer: TODAY MICK | DUNAWAY |
| Total: | | \$900,433.00 | | | | |
| Inventory # | Description | Cost | Status | Status Date | Comments | |
| VTS000044 | AGL REVOLVER ARMS .45 LONG COLT | \$100.00 | FIREARM PROCESS | 5/25/2018 | HOLD SALE in transaction VTS00000941, ATF INFO: ON HOLD | |
| VTS000048 | AGL REVOLVER ARMS .45 LONG COLT | \$100.00 | FIREARM APPROV | 11/16/2017 | FIREARM APPROV: FFL: 4-81-516-23-4A-45680, Exp: 2/1/2049 | |
| VTS000070 | COLT REVOLVER PYTHON | \$500.00 | FIREARM HOLD | 11/16/2017 | FIREARM HOLD: 1231321321 | |
| VTS000097 | LDS RG 24KYG 5G | \$21.85 | POLICE INVENTORY HOLD | 1/6/2018 | Police Hold: Case: ASDF Badge: ASDF Officer: ASDF ASDF | |
| VTS000206 | AGL REVOLVER ARMS .45 LONG COLT | \$2.00 | FIREARM HOLD | 10/3/2018 | FIREARM HOLD: sf | |
| VTS000216 | AGL REVOLVER ARMS .45 LONG COLT | \$96.00 | POLICE INVENTORY HOLD | 6/6/2018 | Police Hold: Case: TEST Badge: TEST Officer: TEST TEST | |
| VTS000301 | MISRIAH ARMORY RIFLE NORNFANG | \$500.00 | FIREARM PROCESS | 6/5/2019 | HOLD SALE in transaction VTS00001892, ATF INFO: s | |
| VTS000474 | USED AGL REVOLVER ARMS .45 LONG | \$200.00 | FIREARM APPROV | 1/31/2019 | FIREARM APPROV: sad | |
| VTS000476 | USED AGL REVOLVER ARMS .45 | \$200.00 | FIREARM HOLD | 10/15/2018 | FIREARM HOLD: asdf | |

For finding the **SEIZURES**, you will need to go to the Inventory section of Bravo and perform an **Ad Hoc Report**.

B **Bravo Ad Hoc Inventory Report Generator**

Max rows

☐

Status

=

☐

Status Date

range

With this list generated, you can now click **Layouts**, and check the box for **Show Summary Panel** to get a total.

Inventory
 Bravo Version 2.5.6.44

☒ Show silent
 ☐ Delay

TEST STORE (VTS)
 Naples, FL

Ad Hoc: 5

Inventory Search

Serial Number Search

Layouts

Name

 Not Shared

Saved Layouts

 Save

☒ Show summary panel

| Number | Status | Category | Type | Description | Cost | Date |
|-----------------|--------|--------------------|-------------|---------------------|------------|-----------|
| VTS000473 | POLICE | Revolver | RETURN | USED AGL REVOLVE... | \$200.00 | 1/8/2019 |
| VTS000994 | POLICE | Sunglasses | OUT OF PAWN | TRIGUN SUNGLASS... | \$0.00 | 6/12/2019 |
| LT-VTS000633-01 | POLICE | Cane/Walking Stick | | USED DRAGON BAL... | \$25.00 | 4/30/2019 |
| LT-VTS000633-02 | POLICE | Sword | | USED O WAZAMO... | \$2,475.00 | 4/30/2019 |
| LT-VTS000897-01 | POLICE | Laptop/Netbook | | USED HEWLETT PAC... | \$150.00 | 11/4/2019 |

Number

 VTS000473

Quality

 LIKE NEW

Tag Description

 USED AGL REVOLVER ARMS .45 LONG

Location

 JW SALES

Tag Type

 GM

Web
 ☒

MSRP

 \$399.99

Price

 \$359.99

Cost

 \$200.00

Sale Price

Quantity

 1

Max Discount

 100.0%

Manufacturer/Model

 AGL
ARMS .45 LONG COLT

Serial Number

 ASDFWE

Price Guide Report
 Estimator

Item Detail
 Notes

Edit
 Accept

Sum

 \$2,850.00

PAWN TRANSACTIONS

1.

Report your pawn transactions for each month in 2019 and your 2018 total:





[illegible]

The following fields will be able to be found on the **Store Performance Report** in Bravo when ran on the last day of the year.

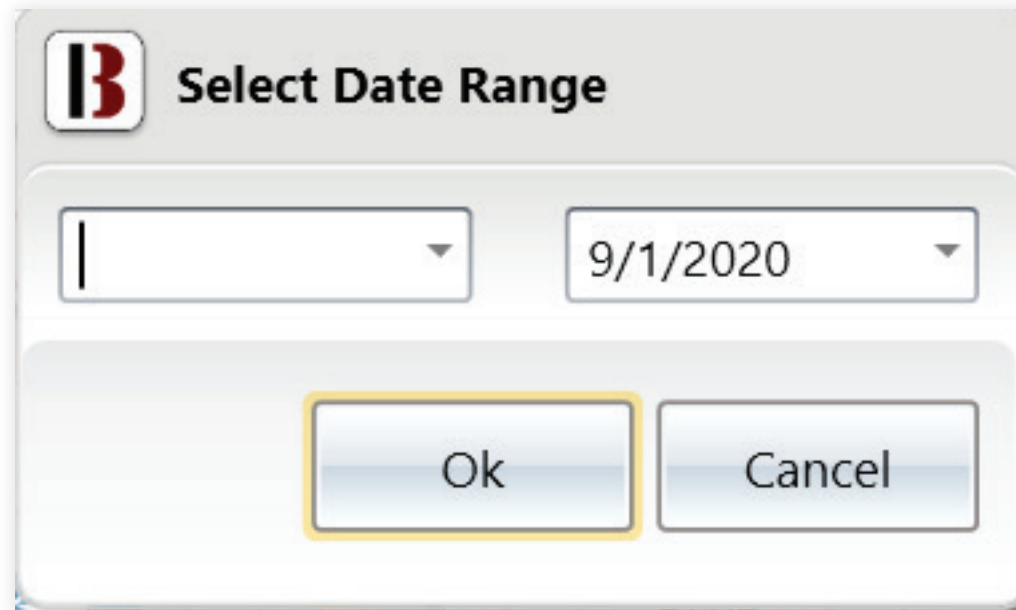
PAWN BALANCE — Look at the Loan Balance and the Active Loans Qty fields.

REDEEMS — Look at the Loans Redeemed field. We do not have a quantity setting.

PAWN REVENUE — Look at the Total Pawn Service Charges field.

| | | | | | | | | | | | | |
|--|--------------|---|--------------------|--|--------------|---|--------------|---|--------------|---|--------------|--------------|
| <div>  Bravo Pawn Systems Point-of-Sale Operating System </div> <div>  Travis Morabito </div> <div>  Help On This Report  Upgrade to Reporting Pro </div> | | | | | | | | | | | | |
| Test Store Store Performance Report | | | | | | | | | | | | |
| Inventory Base <small>STORE YESTERDAY</small> | | Layaway Balance <small>STORE YESTERDAY</small> | | Loan Balance <small>STORE YESTERDAY</small> | | Net Revenue MTD <small>STORE</small> | | Net Revenue YTD <small>STORE</small> | | Net Customers <small>STORE LAST 365 DAYS</small> | | |
| \$541.49K | | \$9.52K | | \$0 | | \$0 | | \$264 | | 11 | | |
| Metric Description | CYTD Actual | PYTD Actual | Yesterday - AUG 31 | AUG/20 | JUL/20 | JUN/20 | MAY/20 | APR/20 | MAR/20 | FEB/20 | JAN/20 | DEC/19 |
| New Loans Written | \$14,878.00 | \$86,701.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5,040.00 | \$0.00 | \$2,999.00 | \$6,839.00 | \$2,124.00 |
| Loans Renewed | \$626.00 | \$12,712.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$68.00 | \$558.00 | \$3.00 |
| Loans Renewed To New Loans | \$626.00 | \$12,752.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$68.00 | \$558.00 | \$3.00 |
| Partial Payment Principal Paid | \$0.00 | \$136.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Loans Redeemed | \$822.00 | \$35,327.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$634.00 | \$0.00 | \$68.00 | \$40.00 | \$80.00 | \$63,150.13 |
| Loans Forfeited | \$728.00 | \$11,864.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$680.00 | \$0.00 | \$48.00 | \$0.00 | \$0.00 |
| Loan Balance | \$0.00 | \$967,617.76 | \$0.00 | \$0.00 | \$916,207.49 | \$916,715.49 | \$916,012.49 | \$912,344.49 | \$910,344.49 | \$910,955.49 | \$910,133.49 | \$903,414.49 |
| Active Loan Qty | 0 | 73 | 0 | 0 | 87 | 68 | 85 | 51 | 47 | 56 | 54 | 38 |
| Active Loans Avg Amt | \$0.00 | \$13,257.78 | \$0.00 | \$0.00 | \$13,674.74 | \$13,481.11 | \$14,092.50 | \$17,889.11 | \$19,369.03 | \$16,267.06 | \$16,854.32 | \$23,774.07 |
| New Loans Avg Amt | \$531.36 | \$623.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$2,520.00 | \$0.00 | \$1,499.50 | \$854.88 | \$177.00 |
| Loans Forfeited Avg Amt | \$65.45 | \$237.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$68.00 | \$0.00 | \$0.00 | \$40.00 | \$0.00 |
| Annual Forfeit Trend Rate | 4.26 % | 116.45 % | 4.26 % | 4.26 % | 3.65 % | 2.56 % | 1.03 % | 2.84 % | 2.94 % | 2.16 % | 1.99 % | 13.13 % |
| Total Pawn Service Charges | \$173.60 | \$24,017.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$22.30 | \$151.30 | \$26,019.50 |
| Pawn Service Charges (Extension/Renewals) | \$173.60 | \$16,037.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$22.30 | \$151.30 | \$27.00 |
| Pawn Service Charges (Extension/Renewals via Inter-Store Txns) | \$0.00 | \$50.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Pawn Service Charges (Redemptions) | \$0.00 | \$7,918.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$25,992.50 |
| Pawn Service Charges (Redemptions via Inter-Store Txns) | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Pawn Yield | 0.04 % | 2.54 % | | | | | | 0.00 % | | 0.00 % | 0.02 % | 2.76 % |
| New Buys Written | \$149.00 | \$756.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$149.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| New Buys Written Avg Amt | \$49.67 | \$84.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$149.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Inventory Balance | \$541,488.91 | \$542,179.90 | \$541,488.91 | \$541,488.91 | \$541,488.91 | \$541,488.91 | \$541,067.91 | \$541,018.91 | \$541,735.91 | \$541,055.91 | \$541,113.89 | \$541,078.13 |
| Inventory Turns Annually | 0.000 | 0.036 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.001 | 0.000 | 0.000 |
| Layaway Balance | \$9,524.18 | \$8,814.90 | \$9,524.18 | \$9,524.18 | \$9,524.18 | \$9,524.18 | \$9,524.18 | \$9,524.18 | \$9,524.18 | \$9,524.18 | \$9,468.80 | \$9,535.13 |
| Retail Sales Total | \$113.00 | \$41,480.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$100.00 | \$13.00 | \$414.16 |
| Retail Sales | \$113.00 | \$41,455.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$100.00 | \$13.00 | \$18.00 |
| Retail Sales Shipping | \$0.00 | \$30.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Retail Sales Fees | \$0.00 | (\$5.00) | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$396.16 |
| Retail Sales Gross Profit Amt | \$90.18 | \$28,713.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$80.00 | \$10.18 | \$409.93 |
| Retail Sales Gross Profit % | 79.80 % | 69.22 % | | | | | | | | 80.00 % | 78.30 % | 98.97 % |
| Scrap Sales | \$0.00 | \$250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Scrap Sales Gross Profit Amt | \$0.00 | \$250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Scrap Sales Gross Profit % | | 100.00 % | | | | | | | | | | |
| Total Sales | \$113.00 | \$41,730.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$100.00 | \$13.00 | \$414.16 |
| Total Sales Gross Profit Amt | \$90.18 | \$28,963.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$80.00 | \$10.18 | \$409.93 |

For the remaining fields look to the **Company Performance Report**. Run the date range for where you wish to pull the numbers first. You should only need to grab the numbers from the 2nd column “***Grand Total**.”



A dialog box titled "Select Date Range" with a logo on the left. It contains two date selection fields. The first field is empty, and the second field shows "9/1/2020". At the bottom are "Ok" and "Cancel" buttons, with the "Ok" button highlighted by a yellow border.

B Select Date Range

| 9/1/2020

Ok Cancel

WRITTEN

Look to the **New Loans Written Amt**, and **New Loans Written Qty**.

BUYS

Look to the **New Buys Written Amt**, and **New Buys Written Qty**.

FORFEITURES

Look to the **Forfeitures Amt MTD**, and the **Forfeitures Qty MTD**.

| Metric Description | * Grand Total |
|---|-----------------|
| Inventory Balance | \$11,302,937.82 |
| Inventory Turns Annually | 0.000 |
| Loan Balance | \$1,311,227.50 |
| New Loans Written Amt | \$14,158.00 |
| New Loans Written Qty | 99 |
| New Buys Written Amt | \$1,556.00 |
| New Buys Written Qty | 8 |
| New Buys Written Amt MTD | \$1,556.00 |
| New Buys Written Qty MTD | 8 |
| Retail Sales Total Amt | \$2,808.71 |
| Retail Sales Total Qty | 18 |
| Retail Sales (Taxable) | \$1,472.95 |
| Retail Sales (Tax Exempt - Other) | \$85.00 |
| Retail Sales (Tax Exempt - Certificate) | \$0.00 |
| Retail Sales (Tax Exempt - Shipped) | \$709.85 |
| Retail Restocking Fees | \$580.91 |
| Retail Sales Item Cost | \$1,308.83 |
| Retail Sales Gross Profit % | 53.40 % |
| Retail Sales Gross Profit Amt | \$1,499.88 |
| Retail Sales Total Amt MTD | \$2,808.71 |
| Retail Sales Total Qty MTD | 18 |
| Retail Sales (Taxable) MTD | \$1,472.95 |
| Retail Sales (Tax Exempt - Other) MTD | \$85.00 |
| Retail Sales (Tax Exempt - Certificate) MTD | \$0.00 |
| Retail Sales (Tax Exempt - Shipped) MTD | \$709.85 |
| Retail Restocking Fees MTD | \$580.91 |
| Retail Sales Item Cost MTD | \$1,308.83 |
| Retail Sales Gross Profit % MTD | 53.00 % |
| Retail Sales Gross Profit Amt MTD | \$1,499.88 |
| Scrap Sales | \$1,500.00 |
| Scrap Sales Item Cost | \$175.00 |
| Scrap Sales Gross Profit % | 88.00 % |
| Scrap Sales Gross Profit Amt | \$1,325.00 |
| Scrap Sales MTD | \$1,500.00 |
| Scrap Sales Item Cost MTD | \$175.00 |
| Scrap Sales Gross Profit % MTD | 88.00 % |
| Scrap Sales Gross Profit Amt MTD | \$1,325.00 |
| Repairs Amt | \$0.00 |
| Repairs Amt MTD | \$0.00 |
| Layaway Balance | \$4,801,270.72 |
| New Layaways Amt | \$9,003.80 |
| New Layaways Qty | 18 |
| New Layaways Amt MTD | \$9,003.80 |
| New Layaways Qty MTD | 14 |
| Pawn Service Charges | \$39,310.57 |
| Pawn Service Charges MTD | \$39,310.57 |
| Forfeitures Amt MTD | \$3,734.80 |
| Forfeitures Qty MTD | 294 |
| Forfeited Loan Reactivations Amt MTD | \$3,592.00 |
| Forfeited Loan Reactivations Qty MTD | 2 |
| Net Revenue (Excluding Scrap/Repairs) | \$40,810.45 |
| Net Revenue (Excluding Scrap/Repairs) MTD | \$40,810.45 |
| Net Revenue | \$42,135.45 |
| Net Revenue MTD | \$42,135.45 |
| Total Transaction Qty | 139 |

2.

Enter your pawns written by transaction size for 2019:

| TRANSACTION SIZE | # | Total value \$ (sum value of all loans in this category) |
|---------------------|-------|--|
| \$0-\$49 | # 000 | \$ 000 |
| \$50-\$99 | # 000 | \$ 000 |
| \$100-\$149 | # 000 | \$ 000 |
| \$150-\$199 | # 000 | \$ 000 |
| \$200-\$249 | # 000 | \$ 000 |
| \$250-\$300 | # 000 | \$ 000 |
| \$300-\$499 | # 000 | \$ 000 |
| \$500-\$999 | # 000 | \$ 000 |
| \$1,000 plus | # 000 | \$ 000 |

To find the **Transaction Size** in Bravo you will need to go to the **Void/View Transactions** section and run an **Ad Hoc Report** for each dollar value represented here.

B **Bravo Ad Hoc Transaction Report Generator**

Choose Columns

Transaction Type

Max transactions

Transaction Header

Pawn Items

Retail Items

Tender Items

Add New Criteria

Add New Criteria

Add New Criteria

Add New Criteria

Transaction Header

Pawn Items

Business Date

range

Pawn Type

=

Principal Paid

range

New Report

— From this list, on the top left Bravo will give you the quantity of pawns written.

TOTAL VALUE — To find the total value you will need to click on **Layouts** at the top of the screen, choose the **Show Summary Panel** and at the bottom will show you the total value of pawns that were written between the value chosen.

Customer Transaction Results
Bravo Version 2.5.6.44

BRAGO PAWN SYSTEMS / STAGES
(TST)
Las Vegas, NV

Ad Hoc: 85

Layouts

Name

Not Shared

Saved Layouts

Save

☒ Show summary panel

| Transaction | Time | Customer Name | SMS | Mobi... | Employee | Workstation | Void | Type | Amount |
|-------------|--------------------|-----------------|-----|---------|----------|-------------------|------|------|-----------|
| TST00015593 | 3/20/2019 4:46... | SYEVE BONNER | DNT | | DEMO | TRAINING - J & M | | LOAN | (\$10.00) |
| TST00015599 | 3/20/2019 10:17... | DARREN JOSEP... | DNT | | DEMO | TRAINING - QUI... | | LOAN | (\$10.00) |
| TST00015602 | 3/21/2019 12:51... | DARREN JOSEP... | DNT | | DEMO | TRAINING - QUI... | | LOAN | (\$15.00) |
| TST00015603 | 3/21/2019 1:03... | DARREN JOSEP... | DNT | | DEMO | TRAINING - QUI... | | LOAN | (\$25.00) |
| TST00015609 | 3/25/2019 6:34... | DARREN JOSEP... | DNT | | DEMO | TRAINING - QUI... | | LOAN | (\$20.00) |
| TST00015618 | 3/26/2019 10:52... | TIM BROWN | DNT | | DEMO | TRAINING - J & M | | LOAN | (\$20.00) |
| TST00015620 | 3/28/2019 10:09... | DARREN JOSEP... | DNT | | DEMO | TRAINING - QUI... | | LOAN | (\$20.00) |
| TST00015622 | 3/28/2019 11:01... | DARREN JOSEP... | DNT | | DEMO | TRAINING - QUI... | | LOAN | (\$20.00) |
| TST00015623 | 4/1/2019 12:08... | DARREN CONR... | DNT | | DEMO | TRAINING - QUI... | | LOAN | (\$21.00) |
| TST00015625 | 4/1/2019 7:38 PM | ADAM ZACHAR... | DNT | | DEMO | TRAINING - GRE... | | LOAN | (\$10.00) |
| TST00015626 | 4/1/2019 8:45 PM | ANGELINA JOLIE | | | DEMO | TRAINING - GRE... | | LOAN | (\$25.00) |
| TST00015627 | 4/1/2019 8:53 PM | ANGELINA JOLIE | | | DEMO | TRAINING - GRE... | | LOAN | (\$5.00) |
| TST00015627 | 4/1/2019 8:53 PM | ANGELINA JOLIE | | | DEMO | TRAINING - GRE... | | LOAN | (\$25.00) |
| TST00015627 | 4/1/2019 8:53 PM | ANGELINA JOLIE | | | DEMO | TRAINING - GRE... | | LOAN | (\$10.00) |
| TST00015627 | 4/1/2019 8:53 PM | ANGELINA JOLIE | | | DEMO | TRAINING - GRE... | | LOAN | (\$22.00) |
| TST00015627 | 4/1/2019 8:53 PM | ANGELINA JOLIE | | | DEMO | TRAINING - GRE... | | LOAN | (\$5.00) |

Sum

(\$1,496.00)

Users that have Bravo Reporting Pro can get all of this information from the **NPA Pawn Detail Survey** report.



Loans to Expire Summary Analysis

Summary view of total pawn and buy amounts that can be pulled and forfeited.



Lost Ticket Fee Analysis

See total lost ticket fees collected by month.



Month to Date Loan Portfolio Analysis

See loan portfolio numbers, including any changes within the last month.



New Items Analysis

See vendor purchase items sold, including sales price, cost, and profit. Run company-wide or store-by-store. Drill down by item type.



NPA Pawn Detail Survey

Gives information required to fill out the Pawn Detail section of the National Pawnbrokers Association (NPA) Operating Performance survey.



Omni-Channel Sales Distribution

Month to Date and Year to Date Sales broken down by Omni-Channel. This report includes drill down by category and comparisons with the prior year MTD and YTD totals.



Past Due Layaway Analysis

List of all layaways that are past due, broken down by store.



Police Holds

See loans on police hold for specified date range.



Productivity Pro Forma