

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Piskin	Erol	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$96,705.88	\$12,705.88	28.94%	1
35448	Pichotta	Susan	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$93,186.00	\$9,186.00	24.25%	2
35448	Chennikkara	Hansen	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$90,903.62	\$6,903.62	21.20%	3
35448	Feinholz	Robert	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$61,483.30	-\$22,516.70	-18.02%	4
35448	Egan	Robert	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$61,483.30	-\$22,516.70	-18.02%	5
35448	VanWormer	Benton	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$57,309.41	-\$26,690.59	-23.59%	6
35448	McMillan	Lance	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$56,034.28	-\$27,965.72	-25.29%	7
35448	Garratt	David	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$24,763.73	-\$59,236.27	-66.98%	8
35448	Morris	Colin	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$23,514.01	-\$60,485.99	-68.65%	9
35448	Goodman	Stacy	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$19,978.67	-\$64,021.33	-73.36%	10
35448	Krylov	Oleg	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$19,142.13	-\$64,857.87	-74.48%	11
35448	Johnson	Brett	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$17,001.58	-\$66,998.42	-77.33%	12
35448	Leshner	Jonathan	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$16,781.38	-\$67,218.62	-77.62%	13
35448	Pollack	Christopher	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$15,439.29	-\$68,560.71	-79.41%	14
35448	Williams	Jonathan	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$15,277.75	-\$68,722.25	-79.63%	15
35448	Gentile	Jonathan	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$15,265.88	-\$68,734.12	-79.65%	16
35448	Margiotta	John	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$14,724.08	-\$69,275.92	-80.37%	17
35448	Shearman	Kyle	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$14,175.78	-\$69,824.22	-81.10%	18
35448	Simonetti	Nicholas	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$13,613.52	-\$70,386.48	-81.85%	19
35448	Ginorio	Elena	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$12,349.87	-\$71,650.13	-83.53%	20
35448	Monaghan	Sean	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$11,890.65	-\$72,109.35	-84.15%	21
35448	Pinnell	Charles	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$11,660.12	-\$72,339.88	-84.45%	22
35448	Green	Justin	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$10,988.96	-\$73,011.04	-85.35%	23
35448	O'Malley	Marissa	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$10,988.96	-\$73,011.04	-85.35%	24
35448	Albertson	Matthew	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$10,419.33	-\$73,580.67	-86.11%	25
35448	Celotto	Charlie	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$9,864.61	-\$74,135.39	-86.85%	26
35448	Lindberg	Justin	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$9,805.88	-\$74,194.12	-86.93%	27
35448	Misinonile	Joe	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$9,738.31	-\$74,261.69	-87.02%	28
35448	Huffman	Bradley	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$9,193.50	-\$74,806.50	-87.74%	29
35448	Heath	John	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$9,167.58	-\$74,832.42	-87.78%	30
35448	Henderson	William	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$8,836.83	-\$75,163.17	-88.22%	31
35448	Bleeker	Evan	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$8,568.08	-\$75,431.92	-88.58%	32
35448	Gremпка Jr	Stephen	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$8,400.26	-\$75,599.74	-88.80%	33
35448	Hart	John	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$7,905.00	-\$76,095.00	-89.46%	34
35448	Shamburek	Daniel	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$7,905.00	-\$76,095.00	-89.46%	35
35448	Farrell	Wesley	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$7,902.67	-\$76,097.33	-89.46%	36
35448	Queeney	Sean	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$7,488.00	-\$76,512.00	-90.02%	37
35448	Villa	Juan	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$7,302.66	-\$76,697.34	-90.26%	38
35448	Smith	Timothy	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$7,229.00	-\$76,771.00	-90.36%	39
35448	Magid	Steven	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$7,197.00	-\$76,803.00	-90.40%	40
35448	Kelliher	Nicholas	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$7,174.48	-\$76,825.52	-90.43%	41
35448	Rex	John	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$7,143.10	-\$76,856.90	-90.48%	42
35448	Henderson Jr	Edward	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$7,081.71	-\$76,918.29	-90.56%	43
35448	Majetic	Morgan	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$7,062.64	-\$76,937.36	-90.58%	44
35448	Neuman	Melissa	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$7,026.51	-\$76,973.49	-90.63%	45
35448	Christensen	Eric	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$6,841.71	-\$77,158.29	-90.88%	46

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35448	Matus	Arielle	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$6,584.33	-\$77,415.67	-91.22%	47
35448	McMahon	Kevin	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$6,508.00	-\$77,492.00	-91.32%	48
35448	Schwerin	Christopher	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$6,508.00	-\$77,492.00	-91.32%	49
35448	Easton	Ellen	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$6,374.14	-\$77,625.86	-91.50%	50
35448	McTeague	Torri	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$6,220.15	-\$77,779.85	-91.71%	51
35448	Gutkin	Jared	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$5,802.26	-\$78,197.74	-92.26%	52
35448	Hillebrand	James	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$5,774.50	-\$78,225.50	-92.30%	53
35448	Hines	Terence	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$5,774.50	-\$78,225.50	-92.30%	54
35448	Lanouette	Donald	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$5,526.09	-\$78,473.91	-92.63%	55
35448	Atraje	Christopher	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$5,460.00	-\$78,540.00	-92.72%	56
35448	Natalino	Roberto	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$5,363.22	-\$78,636.78	-92.85%	57
35448	Quaranta	Tyler	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$5,301.67	-\$78,698.33	-92.93%	58
35448	Munoz	Clint	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$5,195.42	-\$78,804.58	-93.07%	59
35448	Amoo	Nemin	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$4,820.02	-\$79,179.98	-93.57%	60
35448	Paras	Andrew	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$4,749.54	-\$79,250.46	-93.67%	61
35448	Riccio	Alfredo	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$4,696.84	-\$79,303.16	-93.74%	62
35448	Cheng	Eric	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$4,674.74	-\$79,325.26	-93.77%	63
35448	Prestiano	John	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$4,664.41	-\$79,335.59	-93.78%	64
35448	Reynolds	Nathan	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$4,347.16	-\$79,652.84	-94.20%	65
35448	Swartz	Amanda	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$4,295.58	-\$79,704.42	-94.27%	66
35448	Thibaudeau	Raymond	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$4,295.58	-\$79,704.42	-94.27%	67
35448	Welch	Kristin	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$4,204.22	-\$79,795.78	-94.39%	68
35448	Beninati	Andrew	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$4,203.38	-\$79,796.62	-94.40%	69
35448	Knodle	Andrew	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$4,082.29	-\$79,917.71	-94.56%	70
35448	Bacon	Bradley	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$3,976.83	-\$80,023.17	-94.70%	71
35448	Lewin	Brian	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,914.82	-\$80,085.18	-94.78%	72
35448	Mitchell	Jeffrey	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$3,857.82	-\$80,142.18	-94.86%	73
35448	Bernardo	Sophia	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$3,803.27	-\$80,196.73	-94.93%	74
35448	Millea	Michael	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$3,769.30	-\$80,230.70	-94.97%	75
35448	Todd	Matthew	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$3,768.19	-\$80,231.81	-94.98%	76
35448	Edsall	Matthew	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,763.67	-\$80,236.33	-94.98%	77
35448	Srivastava	Mayank	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,553.18	-\$80,446.82	-95.26%	78
35448	Luning	Miranda	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$3,524.81	-\$80,475.19	-95.30%	79
35448	Nasznic	Bryan	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$3,524.81	-\$80,475.19	-95.30%	80
35448	Zingler	Christopher	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,472.03	-\$80,527.97	-95.37%	81
35448	Echeverria	Cintia	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$3,419.31	-\$80,580.69	-95.44%	82
35448	Slater	Adam	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,331.01	-\$80,668.99	-95.56%	83
35448	Jach	Andrew	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$3,295.21	-\$80,704.79	-95.61%	84
35448	Sacks	Aric	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,260.62	-\$80,739.38	-95.65%	85
35448	Dore	Garrett	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$3,173.16	-\$80,826.84	-95.77%	86
35448	Zheng	Peng	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$2,940.74	-\$81,059.26	-96.08%	87
35448	Cimino	Jason	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$2,770.02	-\$81,229.98	-96.31%	88
35448	Stanko	Kyle	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$2,685.20	-\$81,314.80	-96.42%	89
35448	Calvin	Ryan	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$2,652.00	-\$81,348.00	-96.46%	90
35448	Sharkis	Ralph	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$2,638.18	-\$81,361.82	-96.48%	91
35448	Vazquez	Alfonso	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$2,638.18	-\$81,361.82	-96.48%	92

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35448	Behnke	Daniel	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$2,618.67	-\$81,381.33	-96.51%	93
35448	Campbell	Shawn	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$2,534.27	-\$81,465.73	-96.62%	94
35448	Khalili	Seyed	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$2,518.17	-\$81,481.83	-96.64%	95
35448	Dwelle	Scott	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$2,424.88	-\$81,575.12	-96.77%	96
35448	Barron	Timothy	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$2,374.51	-\$81,625.49	-96.83%	97
35448	Ajro	Dritan	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$2,348.27	-\$81,651.73	-96.87%	98
35448	Lendabarker	Patrick	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$2,115.45	-\$81,884.55	-97.18%	99
35448	Zeiser	Michael	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$2,092.80	-\$81,907.20	-97.21%	100
35448	Silversten	Mark	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$1,930.09	-\$82,069.91	-97.43%	101
35448	Sember	Scott	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$1,886.47	-\$82,113.53	-97.48%	102
35448	Pinter	Stephen	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$1,846.38	-\$82,153.62	-97.54%	103
35448	White	Ian	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$1,842.03	-\$82,157.97	-97.54%	104
35448	Magliola	Andrew	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,688.37	-\$82,311.63	-97.75%	105
35448	Duhancik	Josh	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$1,655.84	-\$82,344.16	-97.79%	106
35448	Metzler	Danielle	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$1,650.69	-\$82,349.31	-97.80%	107
35448	Gavin	Keith	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$1,619.89	-\$82,380.11	-97.84%	108
35448	Chambers	Caleb	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,607.42	-\$82,392.58	-97.86%	109
35448	Bania	Angela	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$1,590.37	-\$82,409.63	-97.88%	110
35448	Gillis	Drew	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$1,587.01	-\$82,412.99	-97.88%	111
35448	Andreu	Christopher	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$1,569.34	-\$82,430.66	-97.91%	112
35448	Ahern	John	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$1,553.09	-\$82,446.91	-97.93%	113
35448	Rossi	Jeffrey	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,407.37	-\$82,592.63	-98.12%	114
35448	Wegen	Kristine	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$1,338.39	-\$82,661.61	-98.22%	115
35448	DellaMonica	Derek	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,313.00	-\$82,687.00	-98.25%	116
35448	Orticelli	Anthony	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$1,275.13	-\$82,724.87	-98.30%	117
35448	Kennedy	Michelle	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$1,267.13	-\$82,732.87	-98.31%	118
35448	Geis	Brennan	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,237.91	-\$82,762.09	-98.35%	119
35448	Grap	Eric	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$1,218.59	-\$82,781.41	-98.38%	120
35448	Clark	Laura	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,188.92	-\$82,811.08	-98.41%	121
35448	D'Anca	Anthony	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$1,124.33	-\$82,875.67	-98.50%	122
35448	Fitzgerald	Daniel	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$1,108.84	-\$82,891.16	-98.52%	123
35448	O'Callaghan	T. Brian	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$1,060.23	-\$82,939.77	-98.59%	124
35448	Evangelista	Steven	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,050.00	-\$82,950.00	-98.60%	125
35448	Kriedemann	Julie	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$1,046.16	-\$82,953.84	-98.61%	126
35448	Allain	Richard	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,017.56	-\$82,982.44	-98.64%	127
35448	Antonucci	Matt	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$1,017.56	-\$82,982.44	-98.64%	128
35448	Cardamone	Paul	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$984.66	-\$83,015.34	-98.69%	129
35448	Burns	Christopher	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$943.46	-\$83,056.54	-98.74%	130
35448	Punwani	Sonjay	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$883.50	-\$83,116.50	-98.82%	131
35448	Murray	Lucas	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$883.50	-\$83,116.50	-98.82%	132
35448	Ruscheinski	Meghan	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$839.39	-\$83,160.61	-98.88%	133
35448	Somers	Rachel	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$835.94	-\$83,164.06	-98.89%	134
35448	Reynolds	Joseph	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$830.67	-\$83,169.33	-98.89%	135
35448	Fiore	Stephen	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$808.92	-\$83,191.08	-98.92%	136
35448	Hein	Patrick	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$551.69	-\$83,448.31	-99.26%	137
35448	Dunn	Connor	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$528.77	-\$83,471.23	-99.29%	138

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Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Caldwell	Ominara	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$442.82	-\$83,557.18	-99.41%	139
35448	Alter	Allison	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$420.24	-\$83,579.76	-99.44%	140
35448	Guerrero	Leah	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$385.78	-\$83,614.22	-99.49%	141
35448	Gossein	Daniel	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$319.12	-\$83,680.88	-99.57%	142
35448	Hochschild	Maria Janina	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$309.00	-\$83,691.00	-99.59%	143
35448	Carpen	Christopher	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$306.10	-\$83,693.90	-99.59%	144
35448	Groth	Nijole	Education Channel	12 Directors	NA	\$75,000.00	\$84,000.00	\$167.22	-\$83,832.78	-99.78%	145
35448	Blanz	Kendall	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$159.56	-\$83,840.44	-99.79%	146
35448	Langley	Brooke	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$134.27	-\$83,865.73	-99.82%	147
35448	Defala Jr	Anthony	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$83.61	-\$83,916.39	-99.89%	148
35448	Emde	Tyler	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$47.97	-\$83,952.03	-99.94%	149
35448	Dobner	Nichol	Federal Channel	Department of Defense	49-72	\$527,227.69	\$590,495.01	\$4,534,605.25	\$3,944,110.24	760.08%	1
35448	Axton	Todd	Federal Channel	Department of Defense	73+	\$177,279.44	\$198,552.97	\$1,027,365.00	\$828,812.03	479.52%	2
35448	MacDougall	Kyle	Federal Channel	Department of Defense	25-48	\$75,000.00	\$84,000.00	\$216,956.41	\$132,956.41	189.28%	3
35448	Eppers	Thomas	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$210,989.94	\$126,989.94	181.32%	4
35448	Niedbala	Mark	Federal Channel	Department of Defense	NA	\$75,000.00	\$84,000.00	\$153,677.46	\$69,677.46	104.90%	5
35448	Husar	Ashland	Federal Channel	Civilian	73+	\$271,240.27	\$303,789.11	\$457,180.07	\$153,390.96	68.55%	6
35448	Wippich	Jason	Federal Channel	Civilian	49-72	\$92,426.32	\$103,517.48	\$152,393.45	\$48,875.97	64.88%	7
35448	Temkin	Jordan	Federal Channel	Department of Defense	73+	\$111,003.85	\$124,324.31	\$119,310.16	-\$5,014.15	7.48%	8
35448	Thomas	Bradley	Federal Channel	Department of Defense	73+	\$111,003.85	\$124,324.31	\$119,310.16	-\$5,014.15	7.48%	9
35448	Vernier	Scott	Federal Channel	Department of Defense	NA	\$2,272,347.91	\$2,545,029.66	\$2,439,756.11	-\$105,273.55	7.37%	10
35448	Kosich	Thomas	Federal Channel	Civilian	25-48	\$75,000.00	\$84,000.00	\$79,362.91	-\$4,637.09	5.82%	11
35448	Hogan	Ryan	Federal Channel	Department of Defense	NA	\$2,223,294.55	\$2,490,089.89	\$2,190,033.84	-\$300,056.05	-1.50%	12
35448	Whitley	Tracy	Federal Channel	Department of Defense	NA	\$75,000.00	\$84,000.00	\$70,739.22	-\$13,260.78	-5.68%	13
35448	Boothe	Adam	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$68,835.00	-\$15,165.00	-8.22%	14
35448	Seskes	Joshua	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$59,465.62	-\$24,534.38	-20.71%	15
35448	Wann	Rebecca	Federal Channel	Civilian	25-48	\$75,000.00	\$84,000.00	\$58,413.47	-\$25,586.53	-22.12%	16
35448	Kuykendall	Anthony	Federal Channel	Department of Defense	NA	\$75,000.00	\$84,000.00	\$44,220.52	-\$39,779.48	-41.04%	17
35448	Ayala	Isabella	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$44,220.52	-\$39,779.48	-41.04%	18
35448	Casey	Brian	Federal Channel	Department of Defense	0-24	\$75,000.00	\$84,000.00	\$40,098.46	-\$43,901.54	-46.54%	19
35448	Woodworth	Bradley	Federal Channel	Civilian	NA	\$75,000.00	\$84,000.00	\$36,216.00	-\$47,784.00	-51.71%	20
35448	Pasquesi	James	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$35,369.61	-\$48,630.39	-52.84%	21
35448	Fast	Christine	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$35,369.61	-\$48,630.39	-52.84%	22
35448	Emilo	Whitney	Federal Channel	Civilian	NA	\$87,697.43	\$98,221.12	\$40,267.68	-\$57,953.44	-54.08%	23
35448	Wargo	Phillip	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$32,594.40	-\$51,405.60	-56.54%	24
35448	Deltufo	Michael	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$27,493.92	-\$56,506.08	-63.34%	25
35448	Dieschbourg	Sofie	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$27,493.92	-\$56,506.08	-63.34%	26
35448	Lottig	Robert	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$25,417.53	-\$58,582.47	-66.11%	27
35448	Tyrakowski	James	Federal Channel	Department of Defense	NA	\$75,000.00	\$84,000.00	\$22,672.00	-\$61,328.00	-69.77%	28
35448	Rivera	George	Federal Channel	Department of Defense	25-48	\$75,000.00	\$84,000.00	\$21,630.21	-\$62,369.79	-71.16%	29
35448	Alex	Tom	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$20,824.09	-\$63,175.91	-72.23%	30
35448	Falck	Eric	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$20,133.87	-\$63,866.13	-73.15%	31
35448	Rambo	Theodore	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$20,133.87	-\$63,866.13	-73.15%	32
35448	Odaini	Klil	Federal Channel	Department of Defense	49-72	\$81,121.42	\$90,855.99	\$20,573.25	-\$70,282.74	-74.64%	33
35448	Trotman	Michael	Federal Channel	Department of Defense	NA	\$75,000.00	\$84,000.00	\$16,647.68	-\$67,352.32	-77.80%	34
35448	Scott	Aaron	Federal Channel	Civilian	73+	\$169,145.54	\$189,443.01	\$36,641.94	-\$152,801.07	-78.34%	35

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Greenberg	Kevin	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$13,574.76	-\$70,425.24	-81.90%	36
35448	Keeley	Kathryn	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$13,120.60	-\$70,879.40	-82.51%	37
35448	Gwaltney	Joshua	Federal Channel	Department of Defense	25-48	\$75,000.00	\$84,000.00	\$12,734.70	-\$71,265.30	-83.02%	38
35448	Reid	Arianne	Federal Channel	Civilian	49-72	\$75,000.00	\$84,000.00	\$11,633.47	-\$72,366.53	-84.49%	39
35448	Kurash	Nicholas	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$11,336.00	-\$72,664.00	-84.89%	40
35448	Llantino	Michael	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$11,336.00	-\$72,664.00	-84.89%	41
35448	Crawford	Charles	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$10,941.79	-\$73,058.21	-85.41%	42
35448	Romero Jr	Napoleon	Federal Channel	Civilian	0-24	\$75,000.00	\$84,000.00	\$9,787.82	-\$74,212.18	-86.95%	43
35448	Garcia	Joseph	Federal Channel	Department of Defense	73+	\$301,537.50	\$337,722.00	\$33,683.85	-\$304,038.15	-88.83%	44
35448	Dubuc	Matthew	Federal Channel	Department of Defense	73+	\$301,537.50	\$337,722.00	\$33,683.85	-\$304,038.15	-88.83%	45
35448	Keenan	Gregory	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$8,323.85	-\$75,676.15	-88.90%	46
35448	Busse	Lisa	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$7,485.30	-\$76,514.70	-90.02%	47
35448	Harrington	Mark	Federal Channel	Department of Defense	73+	\$1,956,499.20	\$2,191,279.10	\$189,406.81	-\$2,001,872.29	-90.32%	48
35448	Lawson	Paul	Federal Channel	Department of Defense	73+	\$1,956,499.20	\$2,191,279.10	\$189,406.81	-\$2,001,872.29	-90.32%	49
35448	Manolov	Angel	Federal Channel	Department of Defense	25-48	\$75,000.00	\$84,000.00	\$6,930.40	-\$77,069.60	-90.76%	50
35448	Dickey Jr	Mark	Federal Channel	Department of Defense	73+	\$96,022.42	\$107,545.11	\$8,323.85	-\$99,221.26	-91.33%	51
35448	Cahill	Kevin	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$5,662.95	-\$78,337.05	-92.45%	52
35448	Burke	Kasey	Federal Channel	Department of Defense	0-24	\$75,000.00	\$84,000.00	\$3,749.16	-\$80,250.84	-95.00%	53
35448	Kerr	Anthony	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$3,749.16	-\$80,250.84	-95.00%	54
35448	Furst	Lindsey	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$3,621.60	-\$80,378.40	-95.17%	55
35448	Cornell	Joshua	Federal Channel	Civilian	49-72	\$75,000.00	\$84,000.00	\$3,110.32	-\$80,889.68	-95.85%	56
35448	Shah	Rutu	Federal Channel	Department of Defense	0-24	\$75,000.00	\$84,000.00	\$2,890.66	-\$81,109.34	-96.15%	57
35448	Breckon	Dallas	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$2,848.50	-\$81,151.50	-96.20%	58
35448	Adler	Joshua	Federal Channel	Department of Defense	0-24	\$75,000.00	\$84,000.00	\$2,707.00	-\$81,293.00	-96.39%	59
35448	Bare	Nicholas	Federal Channel	Civilian	0-24	\$75,000.00	\$84,000.00	\$2,317.68	-\$81,682.32	-96.91%	60
35448	Altman	Andrew	Federal Channel	Department of Defense	NA	\$75,000.00	\$84,000.00	\$2,310.71	-\$81,689.29	-96.92%	61
35448	Hager	Samuel	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$2,188.43	-\$81,811.57	-97.08%	62
35448	Kreutz	Michael	Federal Channel	Civilian	NA	\$75,000.00	\$84,000.00	\$2,188.43	-\$81,811.57	-97.08%	63
35448	Castro Cortez	Jose	Federal Channel	Civilian	49-72	\$75,000.00	\$84,000.00	\$1,966.29	-\$82,033.71	-97.38%	64
35448	Love	Donovan	Federal Channel	Civilian	0-24	\$75,000.00	\$84,000.00	\$1,501.34	-\$82,498.66	-98.00%	65
35448	Petkovic	Diana	Federal Channel	Civilian	0-24	\$75,000.00	\$84,000.00	\$1,497.76	-\$82,502.24	-98.00%	66
35448	Banville	Christopher	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$1,255.20	-\$82,744.80	-98.33%	67
35448	Petruncio	John	Federal Channel	Civilian	49-72	\$75,000.00	\$84,000.00	\$1,181.26	-\$82,818.74	-98.42%	68
35448	Atchley	Antoinette	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$1,046.58	-\$82,953.42	-98.60%	69
35448	Fu	Edward	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$1,044.46	-\$82,955.54	-98.61%	70
35448	Baker	Nathan	Federal Channel	Civilian	0-24	\$75,000.00	\$84,000.00	\$997.07	-\$83,002.93	-98.67%	71
35448	Muzik	William	Federal Channel	Department of Defense	NA	\$75,000.00	\$84,000.00	\$667.95	-\$83,332.05	-99.11%	72
35448	Bari	Rachel	Federal Channel	Civilian	25-48	\$75,000.00	\$84,000.00	\$598.81	-\$83,401.19	-99.20%	73
35448	Valdez	Chris	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$418.40	-\$83,581.60	-99.44%	74
35448	Piette	Megan	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$418.40	-\$83,581.60	-99.44%	75
35448	Schultz	Steven	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$319.19	-\$83,680.81	-99.57%	76
35448	Tinder	Adam	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$316.34	-\$83,683.66	-99.58%	77
35448	Hovakimian	David	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$213.56	-\$83,786.44	-99.72%	78
35448	Brown	Scott	Healthcare	Healthcare East	73+	\$138,707.00	\$155,351.84	\$412,336.00	\$256,984.16	197.27%	1
35448	Diehl	Jennifer	Healthcare	Healthcare West	25-48	\$75,000.00	\$84,000.00	\$89,705.26	\$5,705.26	19.61%	2
35448	Armentrout	Scott	Healthcare	Healthcare East	NA	\$75,000.00	\$84,000.00	\$49,358.95	-\$34,641.05	-34.19%	3

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	George	Timothy	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$41,881.12	-\$42,118.88	-44.16%	4
35448	Van Curler	Justin	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$41,881.12	-\$42,118.88	-44.16%	5
35448	Gall	Shawn	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$38,506.06	-\$45,493.94	-48.66%	6
35448	Martin	Patrick	Healthcare	Healthcare East	73+	\$119,798.65	\$134,174.49	\$57,287.04	-\$76,887.45	-52.18%	7
35448	Lafferty	Todd	Healthcare	Healthcare East	73+	\$119,798.65	\$134,174.49	\$57,287.04	-\$76,887.45	-52.18%	8
35448	Scruggs	Valerie	Healthcare	Healthcare Central	NA	\$321,682.32	\$360,284.19	\$146,386.36	-\$213,897.83	-54.49%	9
35448	Tatge	Steve	Healthcare	Healthcare Central	NA	\$75,000.00	\$84,000.00	\$32,275.78	-\$51,724.22	-56.97%	10
35448	Cook	Bryan	Healthcare	Healthcare West	73+	\$102,516.96	\$114,819.00	\$43,506.76	-\$71,312.24	-57.56%	11
35448	Von Bargen	Jason	Healthcare	Healthcare Central	73+	\$118,337.41	\$132,537.89	\$47,598.09	-\$84,939.80	-59.78%	12
35448	Doyle	Troy	Healthcare	Healthcare East	73+	\$201,634.56	\$225,830.71	\$78,466.47	-\$147,364.24	-61.08%	13
35448	Stults	Ryan	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$24,638.45	-\$59,361.55	-67.15%	14
35448	Rosenfeld	Marc	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$20,910.00	-\$63,090.00	-72.12%	15
35448	Ladd	Daniel	Healthcare	Healthcare Central	0-24	\$75,000.00	\$84,000.00	\$20,803.32	-\$63,196.68	-72.26%	16
35448	Tryon	Steven	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$20,007.25	-\$63,992.75	-73.32%	17
35448	Nissen	Kevin	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$19,466.59	-\$64,533.41	-74.04%	18
35448	Greene	Adam	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$19,465.23	-\$64,534.77	-74.05%	19
35448	Ivanitz	Jason	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$19,465.23	-\$64,534.77	-74.05%	20
35448	Trivedi	Megha	Healthcare	Healthcare Central	NA	\$75,000.00	\$84,000.00	\$16,911.44	-\$67,088.56	-77.45%	21
35448	Matariyeh	Eiad	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$16,797.65	-\$67,202.35	-77.60%	22
35448	Prisco	Jamie	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$16,572.40	-\$67,427.60	-77.90%	23
35448	Wadsworth	Samuel	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$15,619.35	-\$68,380.65	-79.17%	24
35448	Kane	Thomas	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$14,036.25	-\$69,963.75	-81.29%	25
35448	Bragg	Jay	Healthcare	Healthcare Central	NA	\$75,000.00	\$84,000.00	\$13,500.00	-\$70,500.00	-82.00%	26
35448	Marini	Alexander	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$13,120.88	-\$70,879.12	-82.51%	27
35448	Stickelmaier	Joseph	Healthcare	Healthcare East	NA	\$75,000.00	\$84,000.00	\$12,802.61	-\$71,197.39	-82.93%	28
35448	Cornwell	Alex	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$12,359.00	-\$71,641.00	-83.52%	29
35448	Lindsey	Debbie	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$11,100.15	-\$72,899.85	-85.20%	30
35448	Hibdon	Allyson	Healthcare	Healthcare Central	0-24	\$75,000.00	\$84,000.00	\$9,245.18	-\$74,754.82	-87.67%	31
35448	Heller	Madeline	Healthcare	Healthcare Central	0-24	\$75,000.00	\$84,000.00	\$9,053.50	-\$74,946.50	-87.93%	32
35448	Weiss	Thuy Vy	Healthcare	Healthcare East	NA	\$75,000.00	\$84,000.00	\$8,682.71	-\$75,317.29	-88.42%	33
35448	Digate	Matthew	Healthcare	Healthcare West	73+	\$169,586.61	\$189,937.00	\$18,673.05	-\$171,263.95	-88.99%	34
35448	Garrelts	Marshall	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$7,117.00	-\$76,883.00	-90.51%	35
35448	Cowan	Craig	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$6,792.36	-\$77,207.64	-90.94%	36
35448	Denault	Robert	Healthcare	Healthcare East	NA	\$75,000.00	\$84,000.00	\$6,776.55	-\$77,223.45	-90.96%	37
35448	Mueller	Jonathan	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$6,587.72	-\$77,412.28	-91.22%	38
35448	Browning	Jacob	Healthcare	Healthcare West	0-24	\$75,000.00	\$84,000.00	\$6,450.90	-\$77,549.10	-91.40%	39
35448	Ewing	Paul	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$6,319.57	-\$77,680.43	-91.57%	40
35448	Mccallum	Jason	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$6,022.26	-\$77,977.74	-91.97%	41
35448	Swanson	John	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$6,022.26	-\$77,977.74	-91.97%	42
35448	Lingle	Chavis	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$5,948.31	-\$78,051.69	-92.07%	43
35448	Monte	Steven	Healthcare	Healthcare East	73+	\$81,848.84	\$91,670.70	\$6,174.91	-\$85,495.79	-92.46%	44
35448	Latzke	Thomas	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$5,594.11	-\$78,405.89	-92.54%	45
35448	Nakel	Brian	Healthcare	Healthcare East	NA	\$75,000.00	\$84,000.00	\$5,557.39	-\$78,442.61	-92.59%	46
35448	Spinuzza	Ana	Healthcare	Healthcare Central	0-24	\$75,000.00	\$84,000.00	\$5,533.58	-\$78,466.42	-92.62%	47
35448	Taraian	Michael	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$5,372.64	-\$78,627.36	-92.84%	48
35448	Kauffman	Jon	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$5,294.68	-\$78,705.32	-92.94%	49

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Foglesong	Kevin	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$5,248.69	-\$78,751.31	-93.00%	50
35448	Whartnaby	Michael	Healthcare	Healthcare Central	49-72	\$75,000.00	\$84,000.00	\$5,171.60	-\$78,828.40	-93.10%	51
35448	Young	Vanessa	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$4,950.00	-\$79,050.00	-93.40%	52
35448	Comitor	Adam	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$4,950.00	-\$79,050.00	-93.40%	53
35448	Kahn	Jeremy	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$4,939.92	-\$79,060.08	-93.41%	54
35448	Ivie	Jesse	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$4,821.60	-\$79,178.40	-93.57%	55
35448	Ploetz	Megan	Healthcare	Healthcare West	0-24	\$75,000.00	\$84,000.00	\$4,750.25	-\$79,249.75	-93.67%	56
35448	Torres	Kaitlyn	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$4,718.26	-\$79,281.74	-93.71%	57
35448	Becirovic	Sabina	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$4,189.65	-\$79,810.35	-94.41%	58
35448	Carney	Sean	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$4,087.09	-\$79,912.91	-94.55%	59
35448	Pappas	Alec	Healthcare	Healthcare Central	0-24	\$75,000.00	\$84,000.00	\$3,946.41	-\$80,053.59	-94.74%	60
35448	Shereos	Nicholas	Healthcare	Healthcare Central	25-48	\$75,000.00	\$84,000.00	\$3,904.85	-\$80,095.15	-94.79%	61
35448	Jaeger	Lucas	Healthcare	Healthcare East	49-72	\$75,000.00	\$84,000.00	\$3,832.22	-\$80,167.78	-94.89%	62
35448	Mac Kinnon	Peter	Healthcare	Healthcare West	0-24	\$75,000.00	\$84,000.00	\$3,803.79	-\$80,196.21	-94.93%	63
35448	Yoo	James	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$3,769.79	-\$80,230.21	-94.97%	64
35448	Preuss	Steven	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$3,494.86	-\$80,505.14	-95.34%	65
35448	Abraham	Samuel	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$3,269.13	-\$80,730.87	-95.64%	66
35448	Jasinski	Matthew	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$3,170.08	-\$80,829.92	-95.77%	67
35448	Sperle	John	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$2,834.83	-\$81,165.17	-96.22%	68
35448	Andrade	Robert	Healthcare	Healthcare Central	0-24	\$75,000.00	\$84,000.00	\$2,785.72	-\$81,214.28	-96.29%	69
35448	Garcia	Lianet	Healthcare	Healthcare West	25-48	\$75,000.00	\$84,000.00	\$2,679.28	-\$81,320.72	-96.43%	70
35448	Eckerman	Christopher	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$2,666.03	-\$81,333.97	-96.45%	71
35448	Lewis	Angela	Healthcare	Healthcare Central	49-72	\$75,000.00	\$84,000.00	\$2,650.77	-\$81,349.23	-96.47%	72
35448	Halverson	Mark	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$2,625.99	-\$81,374.01	-96.50%	73
35448	MALM	ALEXANDER	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$2,531.44	-\$81,468.56	-96.62%	74
35448	Doubek	Grace	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$2,457.16	-\$81,542.84	-96.72%	75
35448	Chan	Eileen	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$2,429.89	-\$81,570.11	-96.76%	76
35448	Marguerite	Molly	Healthcare	Healthcare West	NA	\$75,000.00	\$84,000.00	\$2,240.87	-\$81,759.13	-97.01%	77
35448	Gidel	Casey	Healthcare	Healthcare East	NA	\$75,000.00	\$84,000.00	\$2,228.91	-\$81,771.09	-97.03%	78
35448	Doescher	Brooke	Healthcare	Healthcare Central	NA	\$75,000.00	\$84,000.00	\$2,067.90	-\$81,932.10	-97.24%	79
35448	Glefke	Christopher	Healthcare	Healthcare Central	73+	\$178,537.95	\$199,962.50	\$4,890.99	-\$195,071.51	-97.26%	80
35448	Koehler	Scott	Healthcare	Healthcare Central	73+	\$178,537.95	\$199,962.50	\$4,622.33	-\$195,340.17	-97.41%	81
35448	George	William	Healthcare	Healthcare West	49-72	\$75,000.00	\$84,000.00	\$1,814.44	-\$82,185.56	-97.58%	82
35448	Jones	Morris	Healthcare	Healthcare East	NA	\$75,000.00	\$84,000.00	\$1,728.25	-\$82,271.75	-97.70%	83
35448	Jiron	Ivan	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$1,728.25	-\$82,271.75	-97.70%	84
35448	Ramirez	Rachel	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$1,665.48	-\$82,334.52	-97.78%	85
35448	Mervis	Jay	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$1,537.80	-\$82,462.20	-97.95%	86
35448	Downing	James	Healthcare	Healthcare Central	25-48	\$75,000.00	\$84,000.00	\$1,399.00	-\$82,601.00	-98.13%	87
35448	Skuble	Derek	Healthcare	Healthcare Central	73+	\$582,099.31	\$651,951.23	\$10,800.00	-\$641,151.23	-98.14%	88
35448	Rietveld	Emilee	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$1,386.96	-\$82,613.04	-98.15%	89
35448	Murray	Megan	Healthcare	Healthcare Central	49-72	\$102,723.41	\$115,050.22	\$1,890.00	-\$113,160.22	-98.16%	90
35448	Meylikhan	Ken	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$1,323.45	-\$82,676.55	-98.24%	91
35448	Couch	Ethan	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$1,193.43	-\$82,806.57	-98.41%	92
35448	Hess	Brian	Healthcare	Healthcare Central	NA	\$75,000.00	\$84,000.00	\$1,115.47	-\$82,884.53	-98.51%	93
35448	Hayes	Niko	Healthcare	Healthcare Central	0-24	\$75,000.00	\$84,000.00	\$1,055.03	-\$82,944.97	-98.59%	94
35448	Alba	Diana	Healthcare	Healthcare Central	0-24	\$75,000.00	\$84,000.00	\$1,041.76	-\$82,958.24	-98.61%	95

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Campagni	Brian	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$1,025.20	-\$82,974.80	-98.63%	96
35448	Lovell	Derek	Healthcare	Healthcare Central	25-48	\$75,000.00	\$84,000.00	\$810.00	-\$83,190.00	-98.92%	97
35448	Hintze	Samantha	Healthcare	Healthcare West	25-48	\$75,000.00	\$84,000.00	\$773.96	-\$83,226.04	-98.97%	98
35448	Sharp	Michael	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$761.53	-\$83,238.47	-98.98%	99
35448	Sells	Chad	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$761.53	-\$83,238.47	-98.98%	100
35448	Lockhart	Julie	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$744.44	-\$83,255.56	-99.01%	101
35448	Lombardo	Cara	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$743.58	-\$83,256.42	-99.01%	102
35448	Michalek	Jacob	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$693.29	-\$83,306.71	-99.08%	103
35448	Corneil	Kristofer	Healthcare	Healthcare East	73+	\$259,184.43	\$290,286.56	\$2,103.11	-\$288,183.45	-99.19%	104
35448	Russell	Eric	Healthcare	Healthcare West	0-24	\$75,000.00	\$84,000.00	\$563.69	-\$83,436.31	-99.25%	105
35448	Berrazueta	Sebastian	Healthcare	Healthcare East	49-72	\$75,000.00	\$84,000.00	\$350.73	-\$83,649.27	-99.53%	106
35448	Owsiak	Shannon	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$350.44	-\$83,649.56	-99.53%	107
35448	Erickson	Michael	Healthcare	Healthcare Central	NA	\$75,000.00	\$84,000.00	\$265.82	-\$83,734.18	-99.65%	108
35448	Demski	Joshua	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$265.82	-\$83,734.18	-99.65%	109
35448	Buckley	Erin	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$66.93	-\$83,933.07	-99.91%	110
35448	Hanson	Kyle	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$59.07	-\$83,940.93	-99.92%	111
35448	Pollard	Aislyn	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$171,464.14	\$87,464.14	128.62%	1
35448	Avery	Lagin	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$84,285.96	\$285.96	12.38%	2
35448	Comes	Paul	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$74,894.03	-\$9,105.97	-0.14%	3
35448	Smith	Danny	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$58,189.56	-\$25,810.44	-22.41%	4
35448	Fox	Eamonn	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$51,679.46	-\$32,320.54	-31.09%	5
35448	Motta	Biagio	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$51,679.46	-\$32,320.54	-31.09%	6
35448	Bentson	Mark	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$48,093.44	-\$35,906.56	-35.88%	7
35448	Severin	Michael	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$46,428.63	-\$37,571.37	-38.10%	8
35448	Gorin	Jeffrey	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$45,934.15	-\$38,065.85	-38.75%	9
35448	Mirkovic	Walter	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$43,942.25	-\$40,057.75	-41.41%	10
35448	Kapsaskis	Constantine	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$43,345.56	-\$40,654.44	-42.21%	11
35448	Peterson	Daniel	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$41,433.46	-\$42,566.54	-44.76%	12
35448	Gorter	Jonathan	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$39,144.67	-\$44,855.33	-47.81%	13
35448	Adamski	Anthony	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$37,954.95	-\$46,045.05	-49.39%	14
35448	Weaver	Louis	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$35,576.57	-\$48,423.43	-52.56%	15
35448	Solomon	Daniel	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$34,869.01	-\$49,130.99	-53.51%	16
35448	Wolf	Tyler	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$34,024.25	-\$49,975.75	-54.63%	17
35448	Carter	Michael	Small Business	South	73+	\$75,000.00	\$84,000.00	\$32,909.60	-\$51,090.40	-56.12%	18
35448	Alamad	Senan	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$32,509.39	-\$51,490.61	-56.65%	19
35448	Zimmerman	Brandon	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$32,032.69	-\$51,967.31	-57.29%	20
35448	Weachter	Kevin	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$31,519.79	-\$52,480.21	-57.97%	21
35448	Thompson	Rebecca	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$29,995.98	-\$54,004.02	-60.01%	22
35448	Barrett	Robert	Small Business	South	73+	\$75,000.00	\$84,000.00	\$29,559.26	-\$54,440.74	-60.59%	23
35448	Zoppolo	Javier	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$29,327.99	-\$54,672.01	-60.90%	24
35448	Holland	Garrett	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$29,312.11	-\$54,687.89	-60.92%	25
35448	Whitelock	Thomas	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$29,075.20	-\$54,924.80	-61.23%	26
35448	Peng	Chucheng	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$28,386.34	-\$55,613.66	-62.15%	27
35448	Marland	Marissa	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$28,106.71	-\$55,893.29	-62.52%	28
35448	Szymanski	Frank	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$27,854.47	-\$56,145.53	-62.86%	29
35448	Bailey	Nathan	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$26,830.97	-\$57,169.03	-64.23%	30



## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Duffy	Patrick	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$26,565.45	-\$57,434.55	-64.58%	31
35448	Yanez	Luis	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$26,263.92	-\$57,736.08	-64.98%	32
35448	Messina	Nicholas	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$25,866.48	-\$58,133.52	-65.51%	33
35448	Mattey	Nick	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$25,130.44	-\$58,869.56	-66.49%	34
35448	Shepherd	Gabriela	Small Business	South	73+	\$75,000.00	\$84,000.00	\$25,008.35	-\$58,991.65	-66.66%	35
35448	Martinez	Peter	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$24,478.20	-\$59,521.80	-67.36%	36
35448	Zych	Bradley	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$24,255.05	-\$59,744.95	-67.66%	37
35448	Dunleavy	Christian	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$24,207.00	-\$59,793.00	-67.72%	38
35448	Faust	Nick	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$24,145.08	-\$59,854.92	-67.81%	39
35448	Jakubczak	Christopher	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$23,905.56	-\$60,094.44	-68.13%	40
35448	Abuhalimeh	Eman	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$23,368.47	-\$60,631.53	-68.84%	41
35448	Chau	Sam	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$23,148.63	-\$60,851.37	-69.14%	42
35448	DeForest	Daniel	Public Sales Contact Ctr	Acct Mgr SCCG	49-72	\$75,000.00	\$84,000.00	\$22,978.50	-\$61,021.50	-69.36%	43
35448	Alvarez	Thomas	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$22,502.50	-\$61,497.50	-70.00%	44
35448	Pramik Jr	Andrew	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$22,284.69	-\$61,715.31	-70.29%	45
35448	Marino	Ryan	Small Business	South	73+	\$75,000.00	\$84,000.00	\$22,205.00	-\$61,795.00	-70.39%	46
35448	Stadelmann	William	Public Sales Contact Ctr	Acct Mgr SCCG	25-48	\$75,000.00	\$84,000.00	\$21,580.64	-\$62,419.36	-71.23%	47
35448	Migliaccio	Anthony	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$21,103.09	-\$62,896.91	-71.86%	48
35448	Lornig	Sam	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$20,717.43	-\$63,282.57	-72.38%	49
35448	Motts	Jennifer	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$19,893.29	-\$64,106.71	-73.48%	50
35448	D'Angelico	Brandon	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$19,844.46	-\$64,155.54	-73.54%	51
35448	Bremehr	Dan	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$19,802.00	-\$64,198.00	-73.60%	52
35448	Bossick	Jennifer	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$19,127.98	-\$64,872.02	-74.50%	53
35448	Coleman	Jason	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$19,012.98	-\$64,987.02	-74.65%	54
35448	Hansen	Deborah	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$18,861.71	-\$65,138.29	-74.85%	55
35448	Di Benedetto	Michael	Small Business	West 1	73+	\$237,914.18	\$266,463.88	\$59,063.30	-\$207,400.58	-75.17%	56
35448	Giegling	Amber	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$18,485.82	-\$65,514.18	-75.35%	57
35448	Kreitman	Sharon	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$18,193.65	-\$65,806.35	-75.74%	58
35448	Mahon	Linda	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$18,089.46	-\$65,910.54	-75.88%	59
35448	Cafaro	Mark	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$17,991.53	-\$66,008.47	-76.01%	60
35448	Gwara	John	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$17,154.43	-\$66,845.57	-77.13%	61
35448	Warner	Joshua	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$16,993.48	-\$67,006.52	-77.34%	62
35448	Sanders	Brock	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$16,977.42	-\$67,022.58	-77.36%	63
35448	Evans	Richard	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$16,745.00	-\$67,255.00	-77.67%	64
35448	Smith	Anthony	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$16,487.77	-\$67,512.23	-78.02%	65
35448	Wierzgacz	Tyler	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$16,426.85	-\$67,573.15	-78.10%	66
35448	Kotlyar	Alexa	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$16,097.13	-\$67,902.87	-78.54%	67
35448	Breitung	Michael	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$16,072.80	-\$67,927.20	-78.57%	68
35448	Herbert	Jason	Small Business	South	73+	\$75,000.00	\$84,000.00	\$15,620.58	-\$68,379.42	-79.17%	69
35448	Wiley	Kristen	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$15,519.81	-\$68,480.19	-79.31%	70
35448	Vargas	David	Small Business	South	73+	\$75,000.00	\$84,000.00	\$15,149.56	-\$68,850.44	-79.80%	71
35448	Freeman	Kevin	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$15,070.41	-\$68,929.59	-79.91%	72
35448	Miele	Frank	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$14,904.34	-\$69,095.66	-80.13%	73
35448	Ambrosia	Vincent	Public Sales Contact Ctr	Acct Mgr SCCG	0-24	\$75,000.00	\$84,000.00	\$14,875.06	-\$69,124.94	-80.17%	74
35448	Boissonneault	Kristen	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$13,680.00	-\$70,320.00	-81.76%	75
35448	Emery	Evan	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$13,538.59	-\$70,461.41	-81.95%	76

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Flowers	Ryan	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$13,530.46	-\$70,469.54	-81.96%	77
35448	Ryan	Luke	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$13,380.46	-\$70,619.54	-82.16%	78
35448	Cooper	Benjamin	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$13,344.94	-\$70,655.06	-82.21%	79
35448	Hoен	David	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$13,339.19	-\$70,660.81	-82.21%	80
35448	Klein	Steven	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$13,309.58	-\$70,690.42	-82.25%	81
35448	Bissell	Greg	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$13,153.15	-\$70,846.85	-82.46%	82
35448	Husko	Daniel	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$13,096.80	-\$70,903.20	-82.54%	83
35448	Briggs	Daniel	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$13,026.17	-\$70,973.83	-82.63%	84
35448	Nichols	Kevin	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$13,011.66	-\$70,988.34	-82.65%	85
35448	Goen	Samuel	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$12,846.92	-\$71,153.08	-82.87%	86
35448	Day	Brian	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$12,797.94	-\$71,202.06	-82.94%	87
35448	Morrissey	Daniel	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$12,740.00	-\$71,260.00	-83.01%	88
35448	Bak	Paul	Small Business	South	73+	\$155,267.74	\$173,899.87	\$26,338.96	-\$147,560.91	-83.04%	89
35448	Park	Seo	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$12,699.14	-\$71,300.86	-83.07%	90
35448	Velazquez	Hector	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$12,693.92	-\$71,306.08	-83.07%	91
35448	Kuznieski	Gregory	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$12,398.72	-\$71,601.28	-83.47%	92
35448	Shahan	Deanna	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$12,396.51	-\$71,603.49	-83.47%	93
35448	Warnick	Jennifer	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$12,235.41	-\$71,764.59	-83.69%	94
35448	Rossi	Phillip	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$12,150.78	-\$71,849.22	-83.80%	95
35448	Richards	Nicholas	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$12,124.91	-\$71,875.09	-83.83%	96
35448	Cooper	Julie	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$11,945.77	-\$72,054.23	-84.07%	97
35448	Salomon	Trace	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$11,933.97	-\$72,066.03	-84.09%	98
35448	McCulloch	Jacob	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$11,796.98	-\$72,203.02	-84.27%	99
35448	Schuler	Mark	Small Business	South	73+	\$75,000.00	\$84,000.00	\$11,691.94	-\$72,308.06	-84.41%	100
35448	Anderson	Jack	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$11,648.66	-\$72,351.34	-84.47%	101
35448	Betzler	Evan	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$11,477.88	-\$72,522.12	-84.70%	102
35448	Lieberman	Zachary	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$11,457.48	-\$72,542.52	-84.72%	103
35448	Slocum Mazzucca	Jo	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$11,063.69	-\$72,936.31	-85.25%	104
35448	Joyce	Richard	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$11,056.87	-\$72,943.13	-85.26%	105
35448	Wilson	Peter	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$10,971.99	-\$73,028.01	-85.37%	106
35448	Yeater	Brady	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$10,927.45	-\$73,072.55	-85.43%	107
35448	Noriega	Alex	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$10,870.83	-\$73,129.17	-85.51%	108
35448	Crawford	Zachary	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$10,770.18	-\$73,229.82	-85.64%	109
35448	James	Kenneth	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$10,760.43	-\$73,239.57	-85.65%	110
35448	Lampkins	Nico	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$10,700.35	-\$73,299.65	-85.73%	111
35448	Long	Roman	Public Sales Contact Ctr	Acct Mgr SCCG	25-48	\$75,000.00	\$84,000.00	\$10,433.34	-\$73,566.66	-86.09%	112
35448	Kelly	Erin	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$10,271.07	-\$73,728.93	-86.31%	113
35448	Barlow	Jermekio	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$10,215.53	-\$73,784.47	-86.38%	114
35448	Burns	Colin	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$10,206.99	-\$73,793.01	-86.39%	115
35448	Fitzgerald	Walter	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$10,102.95	-\$73,897.05	-86.53%	116
35448	France	Mary	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$9,894.06	-\$74,105.94	-86.81%	117
35448	Dell'Aringa	Richard	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$9,866.32	-\$74,133.68	-86.84%	118
35448	Gay	Gary	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$9,793.63	-\$74,206.37	-86.94%	119
35448	Secor	Andrew	Small Business	South	73+	\$75,000.00	\$84,000.00	\$9,759.97	-\$74,240.03	-86.99%	120
35448	Kinder	Stefanie	Small Business	South	73+	\$75,000.00	\$84,000.00	\$9,567.32	-\$74,432.68	-87.24%	121
35448	Gunderson	Kyle	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$9,500.00	-\$74,500.00	-87.33%	122

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Rodriguez	Diana	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$9,300.25	-\$74,699.75	-87.60%	123
35448	Kaleta	Antoine	Public Sales Contact Ctr	Acct Mgr SCCG	0-24	\$75,000.00	\$84,000.00	\$9,274.02	-\$74,725.98	-87.63%	124
35448	O'Shea	Timothy	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$9,179.62	-\$74,820.38	-87.76%	125
35448	Pomazal	Kevin	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$9,101.64	-\$74,898.36	-87.86%	126
35448	Markasovic	Michael	Small Business	South	73+	\$75,000.00	\$84,000.00	\$9,066.35	-\$74,933.65	-87.91%	127
35448	Lapp	Francis	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$8,956.00	-\$75,044.00	-88.06%	128
35448	Carr	Jeff	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$8,948.44	-\$75,051.56	-88.07%	129
35448	Kroymann	Lauren	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$8,922.86	-\$75,077.14	-88.10%	130
35448	Glover	Spencer	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$8,779.94	-\$75,220.06	-88.29%	131
35448	Dunkleman	Daniel	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$8,763.34	-\$75,236.66	-88.32%	132
35448	Naro	Michael	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$8,725.06	-\$75,274.94	-88.37%	133
35448	Perich	Nicholas	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$8,688.42	-\$75,311.58	-88.42%	134
35448	Killion	Joseph	Small Business	South	73+	\$75,000.00	\$84,000.00	\$8,104.00	-\$75,896.00	-89.19%	135
35448	Orlak	Jessica	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$8,073.40	-\$75,926.60	-89.24%	136
35448	Chiariello	Joseph	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$8,065.69	-\$75,934.31	-89.25%	137
35448	White	Derrik	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$7,753.83	-\$76,246.17	-89.66%	138
35448	Smith	Jasmine	Small Business	South	73+	\$75,000.00	\$84,000.00	\$7,713.71	-\$76,286.29	-89.72%	139
35448	Slauter	Christopher	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$7,607.22	-\$76,392.78	-89.86%	140
35448	Reilly	Brian	Public Sales Contact Ctr	Acct Mgr SCCG	73+	\$75,000.00	\$84,000.00	\$7,597.59	-\$76,402.41	-89.87%	141
35448	Meyer	Danielle	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$7,556.22	-\$76,443.78	-89.93%	142
35448	Espinoza	Andres	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$7,401.04	-\$76,598.96	-90.13%	143
35448	Norwood	Damien	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$7,352.41	-\$76,647.59	-90.20%	144
35448	Williams	Casper	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$7,240.76	-\$76,759.24	-90.35%	145
35448	Kimbrough	Melvin	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$7,236.12	-\$76,763.88	-90.35%	146
35448	Fortson	Terrell	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$7,153.74	-\$76,846.26	-90.46%	147
35448	Crispin	Gary	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$7,142.10	-\$76,857.90	-90.48%	148
35448	Frenz	Andrew	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$7,029.24	-\$76,970.76	-90.63%	149
35448	Kosiek	Daniel	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$6,711.83	-\$77,288.17	-91.05%	150
35448	Mahon	Sean	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$6,667.80	-\$77,332.20	-91.11%	151
35448	Kowal	Allan	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$6,619.49	-\$77,380.51	-91.17%	152
35448	Simmons	Tyler	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$6,605.00	-\$77,395.00	-91.19%	153
35448	Wyrick	Alexandra	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$6,567.66	-\$77,432.34	-91.24%	154
35448	Spiritoso	Giuseppe	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$6,447.73	-\$77,552.27	-91.40%	155
35448	Martinez	Alex	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$6,410.24	-\$77,589.76	-91.45%	156
35448	Keller	Joshua	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$6,367.65	-\$77,632.35	-91.51%	157
35448	Halleck	Henry	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$6,303.98	-\$77,696.02	-91.59%	158
35448	Lowe	William	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$6,277.72	-\$77,722.28	-91.63%	159
35448	Peeters	Daniel	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$6,230.05	-\$77,769.95	-91.69%	160
35448	Kellner	Michael	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$6,229.01	-\$77,770.99	-91.69%	161
35448	Greenspan	Derek	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$6,169.51	-\$77,830.49	-91.77%	162
35448	Ortiz	Jairo	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$6,152.66	-\$77,847.34	-91.80%	163
35448	Krause III	Ernest	Small Business	South	73+	\$75,000.00	\$84,000.00	\$5,928.29	-\$78,071.71	-92.10%	164
35448	Mendoza	Edgar	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$5,893.01	-\$78,106.99	-92.14%	165
35448	Mcallister	Matthew	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$5,827.52	-\$78,172.48	-92.23%	166
35448	Palko	Victoria	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$5,780.03	-\$78,219.97	-92.29%	167
35448	Tarini	Quentin	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$5,777.73	-\$78,222.27	-92.30%	168

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Ganz	Bracha	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$5,655.05	-\$78,344.95	-92.46%	169
35448	Cashman II	John	Small Business	West 1	73+	\$287,261.01	\$321,732.33	\$21,570.44	-\$300,161.89	-92.49%	170
35448	Kiernan	David	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$5,575.33	-\$78,424.67	-92.57%	171
35448	Mensah	Kwasi	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$5,549.32	-\$78,450.68	-92.60%	172
35448	Lane-Schultz	Jaynellen	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$5,375.99	-\$78,624.01	-92.83%	173
35448	Nolan	Gerard	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$5,224.86	-\$78,775.14	-93.03%	174
35448	Morrow	Sallie	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$5,207.56	-\$78,792.44	-93.06%	175
35448	Clanton	Bradley	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$5,187.13	-\$78,812.87	-93.08%	176
35448	Orr	Luke	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$5,184.29	-\$78,815.71	-93.09%	177
35448	Patel	Paras	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$5,172.72	-\$78,827.28	-93.10%	178
35448	Solakiewicz	Michael	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$5,157.81	-\$78,842.19	-93.12%	179
35448	Zimmerman	Derek	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$5,087.50	-\$78,912.50	-93.22%	180
35448	Anderson	Alison	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$5,087.50	-\$78,912.50	-93.22%	181
35448	Jones	Jonathan	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$5,078.86	-\$78,921.14	-93.23%	182
35448	Hanson	Michael	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$5,049.53	-\$78,950.47	-93.27%	183
35448	Mills	Theodore	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$5,016.21	-\$78,983.79	-93.31%	184
35448	Jacobs	Sam	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$4,999.42	-\$79,000.58	-93.33%	185
35448	Rosling	Robert	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$4,946.14	-\$79,053.86	-93.41%	186
35448	Valdez	Alec	Small Business	West 1	49-72	\$82,869.60	\$92,813.95	\$5,419.54	-\$87,394.41	-93.46%	187
35448	Collera	Paul	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$4,903.34	-\$79,096.66	-93.46%	188
35448	Schuppe	Cara	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,815.43	-\$79,184.57	-93.58%	189
35448	Svoboda	Josh	Small Business	South	73+	\$75,000.00	\$84,000.00	\$4,781.88	-\$79,218.12	-93.62%	190
35448	Ibrahim	Maher	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$4,651.19	-\$79,348.81	-93.80%	191
35448	Montgomery	Daniel	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,598.00	-\$79,402.00	-93.87%	192
35448	Page	Mark	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$4,563.64	-\$79,436.36	-93.92%	193
35448	Newman	Alan	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$4,560.36	-\$79,439.64	-93.92%	194
35448	Sheets	Hiley	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$4,540.35	-\$79,459.65	-93.95%	195
35448	Flowers	Mark	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$4,472.28	-\$79,527.72	-94.04%	196
35448	Bahe	Steve	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$4,445.00	-\$79,555.00	-94.07%	197
35448	Hayes	Chris	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$4,429.01	-\$79,570.99	-94.09%	198
35448	Klosowiak	Bianca	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,409.32	-\$79,590.68	-94.12%	199
35448	Ivanchenko	Bogdan	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$4,322.79	-\$79,677.21	-94.24%	200
35448	LeRoy	Ryan	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$4,261.36	-\$79,738.64	-94.32%	201
35448	Campos	Pedro	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,237.61	-\$79,762.39	-94.35%	202
35448	Smith	Damien	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$4,215.03	-\$79,784.97	-94.38%	203
35448	Whelan	Brendan	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$4,168.10	-\$79,831.90	-94.44%	204
35448	Ferraro	Joseph	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,069.08	-\$79,930.92	-94.57%	205
35448	Arons	Robert	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$3,964.83	-\$80,035.17	-94.71%	206
35448	Capon	Anthony	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$3,905.00	-\$80,095.00	-94.79%	207
35448	Adel	Rami	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$3,890.10	-\$80,109.90	-94.81%	208
35448	Campos	David	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$3,831.67	-\$80,168.33	-94.89%	209
35448	Seabaugh	David	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$3,821.96	-\$80,178.04	-94.90%	210
35448	Lybrand	Joanna	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$3,762.62	-\$80,237.38	-94.98%	211
35448	Dalton	Robert	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$3,751.85	-\$80,248.15	-95.00%	212
35448	Placher	Cal	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$3,706.33	-\$80,293.67	-95.06%	213
35448	Samikkannu	Jonathan	Small Business	South	73+	\$75,000.00	\$84,000.00	\$3,662.70	-\$80,337.30	-95.12%	214

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	O'Connor	Sean	Public Sales Contact Ctr	Acct Mgr SCCG	0-24	\$75,000.00	\$84,000.00	\$3,657.14	-\$80,342.86	-95.12%	215
35448	Chudik	Timothy	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$3,615.23	-\$80,384.77	-95.18%	216
35448	Sharif	Will	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$3,570.98	-\$80,429.02	-95.24%	217
35448	Fensterer	Kyle	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$3,531.79	-\$80,468.21	-95.29%	218
35448	Phan	Zachary	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$3,530.72	-\$80,469.28	-95.29%	219
35448	Taves	Ryan	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$3,514.69	-\$80,485.31	-95.31%	220
35448	Saenz	Tj	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$3,501.82	-\$80,498.18	-95.33%	221
35448	Rix Jr.	Jack	Small Business	South	73+	\$75,000.00	\$84,000.00	\$3,375.58	-\$80,624.42	-95.50%	222
35448	Bengtson	Lauren	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$3,375.58	-\$80,624.42	-95.50%	223
35448	Enama	Stephen	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$3,364.38	-\$80,635.62	-95.51%	224
35448	Olson	Bradley	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$3,358.75	-\$80,641.25	-95.52%	225
35448	Wolf	Barbara	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$3,312.62	-\$80,687.38	-95.58%	226
35448	Lyons	Tamica	Public Sales Contact Ctr	Acct Mgr SCCG	73+	\$75,000.00	\$84,000.00	\$3,299.61	-\$80,700.39	-95.60%	227
35448	Myers	David	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$3,232.20	-\$80,767.80	-95.69%	228
35448	Leganger	Daniel	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$3,189.32	-\$80,810.68	-95.75%	229
35448	Mueller	Alex	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$3,150.78	-\$80,849.22	-95.80%	230
35448	Barnes	Shawn	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$3,095.49	-\$80,904.51	-95.87%	231
35448	Nagun	Aaron	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$2,940.76	-\$81,059.24	-96.08%	232
35448	Khalil	Joseph	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,938.99	-\$81,061.01	-96.08%	233
35448	Gehris	Douglas	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$2,894.75	-\$81,105.25	-96.14%	234
35448	Giegling	Ryan	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,888.32	-\$81,111.68	-96.15%	235
35448	Miller	Paige	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,878.93	-\$81,121.07	-96.16%	236
35448	McDonald	Richard	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$2,849.10	-\$81,150.90	-96.20%	237
35448	Butler	Kara	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$2,828.16	-\$81,171.84	-96.23%	238
35448	Louis	Amber	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$2,797.43	-\$81,202.57	-96.27%	239
35448	Diodato	Vincenzo	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$2,795.06	-\$81,204.94	-96.27%	240
35448	Bragg	Brandon	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$2,756.28	-\$81,243.72	-96.32%	241
35448	Chomicz	Daniel	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$2,698.75	-\$81,301.25	-96.40%	242
35448	Groom	Sean	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$2,551.31	-\$81,448.69	-96.60%	243
35448	Bochner	Alec	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$2,516.40	-\$81,483.60	-96.64%	244
35448	McCabe	Kevin	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$2,485.04	-\$81,514.96	-96.69%	245
35448	Gadson	Jalen	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$2,453.47	-\$81,546.53	-96.73%	246
35448	Shiroishi	Amy	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$2,401.81	-\$81,598.19	-96.80%	247
35448	Felix	Chris	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$2,363.69	-\$81,636.31	-96.85%	248
35448	Silverstein	Daniel	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$2,362.66	-\$81,637.34	-96.85%	249
35448	Kunkleman	Kathleen	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$2,334.47	-\$81,665.53	-96.89%	250
35448	Melvin	Joel	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,295.02	-\$81,704.98	-96.94%	251
35448	Ferreira	Dylan	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$2,291.37	-\$81,708.63	-96.94%	252
35448	Odak	Gilma	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$2,251.13	-\$81,748.87	-97.00%	253
35448	Wysocki	Nicholas	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$2,236.90	-\$81,763.10	-97.02%	254
35448	Hawks	Jake	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,199.95	-\$81,800.05	-97.07%	255
35448	Palermo	Charles	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$2,155.03	-\$81,844.97	-97.13%	256
35448	Workman	Jeremy	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$2,113.76	-\$81,886.24	-97.18%	257
35448	Butler	Christopher	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$2,093.38	-\$81,906.62	-97.21%	258
35448	Carrasco	Aleyah	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$1,999.68	-\$82,000.32	-97.33%	259
35448	Mejia Cruz	Jaime	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$1,963.02	-\$82,036.98	-97.38%	260

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Cermak	John	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$1,928.49	-\$82,071.51	-97.43%	261
35448	Dionesotes	Nicholas	Small Business	Central	49-72	\$76,334.56	\$85,494.71	\$1,946.00	-\$83,548.71	-97.45%	262
35448	Rhodes	Brendan	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$1,887.40	-\$82,112.60	-97.48%	263
35448	Jones	Gregory	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$1,853.99	-\$82,146.01	-97.53%	264
35448	Penovich	Anthony	Public Sales Contact Ctr	Acct Mgr SCCG	73+	\$75,000.00	\$84,000.00	\$1,817.49	-\$82,182.51	-97.58%	265
35448	Levy	Alexander	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$1,780.95	-\$82,219.05	-97.63%	266
35448	Lauf	Kinseyanne	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$1,777.00	-\$82,223.00	-97.63%	267
35448	Pygon	Tyler	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$1,738.22	-\$82,261.78	-97.68%	268
35448	Brotsky	Andrew	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$1,700.00	-\$82,300.00	-97.73%	269
35448	Levickas	Matthew	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$1,668.39	-\$82,331.61	-97.78%	270
35448	Berman	Mark	Small Business	South	73+	\$75,000.00	\$84,000.00	\$1,639.29	-\$82,360.71	-97.81%	271
35448	Painter Jr	Carl	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$1,633.47	-\$82,366.53	-97.82%	272
35448	Nygard	Seth	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$1,625.17	-\$82,374.83	-97.83%	273
35448	Warner	Morris	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$1,622.78	-\$82,377.22	-97.84%	274
35448	Delong	Lauren	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$1,621.99	-\$82,378.01	-97.84%	275
35448	Firkins	Mark	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$1,574.32	-\$82,425.68	-97.90%	276
35448	Davis	Douglas	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$1,569.29	-\$82,430.71	-97.91%	277
35448	Marconi	Marcus	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$1,565.70	-\$82,434.30	-97.91%	278
35448	Spiegel	Matthew	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$1,536.83	-\$82,463.17	-97.95%	279
35448	Nelson	Sean	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$1,500.00	-\$82,500.00	-98.00%	280
35448	Peterson	Chase	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$1,492.12	-\$82,507.88	-98.01%	281
35448	Treadwell Jr	Donnel	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$1,441.21	-\$82,558.79	-98.08%	282
35448	Collins	Andrew	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$1,410.00	-\$82,590.00	-98.12%	283
35448	Stanton	Mitchell	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$1,360.00	-\$82,640.00	-98.19%	284
35448	Morace Jr.	Mark	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$1,307.51	-\$82,692.49	-98.26%	285
35448	Gomes	William	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$1,211.99	-\$82,788.01	-98.38%	286
35448	Fredrickson	Charles	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$1,185.32	-\$82,814.68	-98.42%	287
35448	Cleveland	J	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$1,151.39	-\$82,848.61	-98.46%	288
35448	Mancuso	Anthony	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$1,126.45	-\$82,873.55	-98.50%	289
35448	Opeka	Scott	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$1,094.15	-\$82,905.85	-98.54%	290
35448	Pianin	Lillian	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$1,062.09	-\$82,937.91	-98.58%	291
35448	Ramirez	Jean	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$1,057.28	-\$82,942.72	-98.59%	292
35448	Orr	Matthew	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$1,044.05	-\$82,955.95	-98.61%	293
35448	Franco	Ruben	Public Sales Contact Ctr	Acct Mgr SCCG	0-24	\$75,000.00	\$84,000.00	\$1,044.04	-\$82,955.96	-98.61%	294
35448	Pierce	Ryan	Small Business	South	73+	\$75,000.00	\$84,000.00	\$1,039.00	-\$82,961.00	-98.61%	295
35448	Beaubien	Jared	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$1,035.32	-\$82,964.68	-98.62%	296
35448	Harrison	Jordan	Small Business	Sales Contact Ctr	73+	\$123,240.00	\$138,028.80	\$1,675.00	-\$136,353.80	-98.64%	297
35448	Brinchman	Robert	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$1,006.80	-\$82,993.20	-98.66%	298
35448	Nardini	Loree	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$981.00	-\$83,019.00	-98.69%	299
35448	Kuruc	Alexandra	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$876.87	-\$83,123.13	-98.83%	300
35448	Munns	Alexander	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$876.87	-\$83,123.13	-98.83%	301
35448	Whitehead	Gloria	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$875.00	-\$83,125.00	-98.83%	302
35448	Catania	Richard	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$843.92	-\$83,156.08	-98.87%	303
35448	Fitzpatrick	Ashley	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$843.89	-\$83,156.11	-98.87%	304
35448	Westfall	Samuel	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$828.39	-\$83,171.61	-98.90%	305
35448	Thacker	Sean	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$826.49	-\$83,173.51	-98.90%	306

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Panicker	Sam	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$819.00	-\$83,181.00	-98.91%	307
35448	Kotten	Ross	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$785.82	-\$83,214.18	-98.95%	308
35448	Leonard	Parker	Small Business	West 1	73+	\$254,085.31	\$284,575.55	\$2,583.88	-\$281,991.67	-98.98%	309
35448	Gjebre	Jamie	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$745.74	-\$83,254.26	-99.01%	310
35448	Braun	Alexander	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$739.13	-\$83,260.87	-99.01%	311
35448	Kettles	Connor	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$692.94	-\$83,307.06	-99.08%	312
35448	Palmer	Logan	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$604.30	-\$83,395.70	-99.19%	313
35448	Dunlap	Dylan	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$588.99	-\$83,411.01	-99.21%	314
35448	Harrison	Robert	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$538.64	-\$83,461.36	-99.28%	315
35448	Murphy	Katelyn	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$523.92	-\$83,476.08	-99.30%	316
35448	Cook	Xavier	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$423.12	-\$83,576.88	-99.44%	317
35448	Shaw	Nathan	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$378.00	-\$83,622.00	-99.50%	318
35448	Hill	Ryan	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$341.99	-\$83,658.01	-99.54%	319
35448	Baldwin	Miranda	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$224.18	-\$83,775.82	-99.70%	320
35448	Murphy	Cavanagh	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$214.69	-\$83,785.31	-99.71%	321
35448	Bechtold	Kyle	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$210.47	-\$83,789.53	-99.72%	322
35448	Petlakh	Michael	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$167.62	-\$83,832.38	-99.78%	323
35448	Tussing	Adam	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$0.00	-\$84,000.00	-100.00%	324
35448	Mullen	Christopher	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$0.00	-\$84,000.00	-100.00%	325
35448	Cronin	Casey	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$87,444.02	\$3,444.02	16.59%	1
35448	Nellis	Gregory	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$57,914.67	-\$26,085.33	-22.78%	2
35448	Frankel	Kenneth	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$43,633.87	-\$40,366.13	-41.82%	3
35448	Spellman IV	Martin	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$39,441.29	-\$44,558.71	-47.41%	4
35448	Brown	Samuel	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$35,039.26	-\$48,960.74	-53.28%	5
35448	Ryan	Adam	State & Local Channel	State and Local West	73+	\$175,394.08	\$196,441.37	\$77,530.67	-\$118,910.70	-55.80%	6
35448	Bertuglia	Andrew	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$31,128.57	-\$52,871.43	-58.50%	7
35448	Moore	Danny	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$27,950.84	-\$56,049.16	-62.73%	8
35448	Ianus	Nicholas	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$27,399.12	-\$56,600.88	-63.47%	9
35448	Parafink	Stefan	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$27,044.40	-\$56,955.60	-63.94%	10
35448	Lagoni	Jennifer	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$12,191.15	-\$71,808.85	-67.49%	11
35448	McKone	Meagan	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$12,191.15	-\$71,808.85	-67.49%	11
35448	Cacioppo	Jonathan	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$23,470.52	-\$60,529.48	-68.71%	12
35448	Logan	Brittany	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$21,252.20	-\$62,747.80	-71.66%	13
35448	Colt	Ryan	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$20,884.71	-\$63,115.29	-72.15%	14
35448	Jones	Jeffrey	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$19,862.18	-\$64,137.82	-73.52%	15
35448	Lau	Shane	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$18,108.67	-\$65,891.33	-75.86%	16
35448	Cavalli	Brittany	State & Local Channel	State and Local East	73+	\$127,324.83	\$142,603.81	\$30,674.87	-\$111,928.94	-75.91%	17
35448	Picchiatti	Alexander	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$18,055.32	-\$65,944.68	-75.93%	18
35448	Moy	Garrett	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$18,055.32	-\$65,944.68	-75.93%	19
35448	Klise	Justin	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$18,048.64	-\$65,951.36	-75.94%	20
35448	Becerra Barrera	Ana	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$17,995.18	-\$66,004.82	-76.01%	21
35448	Adams	Richard	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$17,265.79	-\$66,734.21	-76.98%	22
35448	Flynn	Adam	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$16,366.68	-\$67,633.32	-78.18%	23
35448	Gonzalez	Damian	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$15,486.61	-\$68,513.39	-79.35%	24
35448	Sasada	Michael	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$15,397.26	-\$68,602.74	-79.47%	25
35448	Medina	Christopher	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$15,147.00	-\$68,853.00	-79.80%	26

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Engmark	David	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$14,504.32	-\$69,495.68	-80.66%	27
35448	Olszewski	Matthew	State & Local Channel	State and Local West	73+	\$212,186.51	\$237,648.89	\$40,172.12	-\$197,476.77	-81.07%	28
35448	McDonald	Maximilian	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$14,176.21	-\$69,823.79	-81.10%	29
35448	Schlossberg	Michael	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$13,542.37	-\$70,457.63	-81.94%	30
35448	Davis	Allison	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$13,478.03	-\$70,521.97	-82.03%	31
35448	Higgins	Warren	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$13,427.34	-\$70,572.66	-82.10%	32
35448	Cross	Trevor	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$13,400.96	-\$70,599.04	-82.13%	33
35448	Zorica	Michael	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$13,307.73	-\$70,692.27	-82.26%	34
35448	Gallagher	Daniel	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$13,307.73	-\$70,692.27	-82.26%	35
35448	Hernandez	Christopher	State & Local Channel	State and Local East	73+	\$127,324.83	\$142,603.81	\$21,816.92	-\$120,786.89	-82.87%	36
35448	Pallerino	Alec	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$12,767.48	-\$71,232.52	-82.98%	37
35448	Torres	Ryan	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$11,280.29	-\$72,719.71	-84.96%	38
35448	Vrablik	John	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$11,280.29	-\$72,719.71	-84.96%	39
35448	Watters	Jonathon	State & Local Channel	State and Local West	73+	\$83,820.00	\$93,878.40	\$12,531.11	-\$81,347.29	-85.05%	40
35448	Butchko	Jeffrey	State & Local Channel	State and Local West	73+	\$155,526.97	\$174,190.21	\$22,039.41	-\$152,150.80	-85.83%	41
35448	Bautista	John	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$10,545.80	-\$73,454.20	-85.94%	42
35448	Moss	William	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$10,247.96	-\$73,752.04	-86.34%	43
35448	Musser	Michael	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$9,900.00	-\$74,100.00	-86.80%	44
35448	Sturtewagen	Jason	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$9,900.00	-\$74,100.00	-86.80%	45
35448	Luscombe	Cameron	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$9,823.18	-\$74,176.82	-86.90%	46
35448	Sachaschik	John	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$9,345.00	-\$74,655.00	-87.54%	47
35448	Shelburn	Michael	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$9,206.00	-\$74,794.00	-87.73%	48
35448	Edwards	William	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$8,682.78	-\$75,317.22	-88.42%	49
35448	Sperando	Gina	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$8,643.72	-\$75,356.28	-88.48%	50
35448	Stewart	Morgan	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$8,433.32	-\$75,566.68	-88.76%	51
35448	Meyer	Kristen	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$8,190.91	-\$75,809.09	-89.08%	52
35448	DelConte	Vincent	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$7,993.37	-\$76,006.63	-89.34%	53
35448	Condrey	Brent	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$7,930.65	-\$76,069.35	-89.43%	54
35448	Covarrubias	Enrique	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$7,333.16	-\$76,666.84	-90.22%	55
35448	Irwin	Kyle	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$7,181.01	-\$76,818.99	-90.43%	56
35448	Kim	Regina	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$7,146.95	-\$76,853.05	-90.47%	57
35448	McDonald	James	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$7,049.06	-\$76,950.94	-90.60%	58
35448	George	Jacob	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$7,030.15	-\$76,969.85	-90.63%	59
35448	Rheiner	Beth	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$7,002.23	-\$76,997.77	-90.66%	60
35448	Steiger	James	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$6,819.54	-\$77,180.46	-90.91%	61
35448	Hussein	Jamal	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$6,635.54	-\$77,364.46	-91.15%	62
35448	McLellan	Sean	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$6,614.02	-\$77,385.98	-91.18%	63
35448	Donovan	Brian	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$6,361.45	-\$77,638.55	-91.52%	64
35448	Langstaff	Lindsay	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$6,358.87	-\$77,641.13	-91.52%	65
35448	Norinsky	David	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$5,964.95	-\$78,035.05	-92.05%	66
35448	Menafield	Darius	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$5,842.14	-\$78,157.86	-92.21%	67
35448	Badr	Faizan	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$5,762.96	-\$78,237.04	-92.32%	68
35448	Piendl	Charles	State & Local Channel	State and Local East	NA	\$230,604.74	\$258,277.31	\$17,715.90	-\$240,561.41	-92.32%	69
35448	Tillinghast	Bradford	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$5,575.52	-\$78,424.48	-92.57%	70
35448	Fischer	Amanda	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$5,500.56	-\$78,499.44	-92.67%	71
35448	Cappetta	Aniello	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$5,464.63	-\$78,535.37	-92.71%	72



## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Anderson	Christopher	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$5,427.41	-\$78,572.59	-92.76%	73
35448	Brown	Gabriel	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$5,354.83	-\$78,645.17	-92.86%	74
35448	Heroux	Roger	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$5,236.62	-\$78,763.38	-93.02%	75
35448	Stoyanov	Stanislav	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$5,211.84	-\$78,788.16	-93.05%	76
35448	Camargo	Juan	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$5,143.00	-\$78,857.00	-93.14%	77
35448	Barese	Joseph	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$5,086.62	-\$78,913.38	-93.22%	78
35448	Geiser	Nicholas	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$5,033.01	-\$78,966.99	-93.29%	79
35448	Fiester	David	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$5,007.33	-\$78,992.67	-93.32%	80
35448	Sellers	Ashton	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$4,982.35	-\$79,017.65	-93.36%	81
35448	Ferner	Daniel	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$4,961.68	-\$79,038.32	-93.38%	82
35448	Marron	Ryan	State & Local Channel	State and Local West	25-48	\$76,940.16	\$86,172.97	\$5,059.99	-\$81,112.98	-93.42%	83
35448	Chook	Lok Yi	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$4,628.15	-\$79,371.85	-93.83%	84
35448	Pas	Alexander	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$4,499.00	-\$79,501.00	-94.00%	85
35448	Bergquist	John	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$4,331.97	-\$79,668.03	-94.22%	86
35448	Clouser	Brian	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$4,326.22	-\$79,673.78	-94.23%	87
35448	Lisi	Robert	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$4,104.70	-\$79,895.30	-94.53%	88
35448	Wills	Fred	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$4,006.51	-\$79,993.49	-94.66%	89
35448	Esposito	Thomas	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$3,990.46	-\$80,009.54	-94.68%	90
35448	Rewick	Joseph	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$3,955.05	-\$80,044.95	-94.73%	91
35448	Hampton	Joseph	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$3,881.18	-\$80,118.82	-94.83%	92
35448	Stapleton	Randy	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$3,522.27	-\$80,477.73	-95.30%	93
35448	Battista	Matthew	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$3,431.38	-\$80,568.62	-95.42%	94
35448	Raimondi	John	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$3,431.38	-\$80,568.62	-95.42%	95
35448	Lolar	Nicholas	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$3,395.99	-\$80,604.01	-95.47%	96
35448	Percio	Victor	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$3,305.62	-\$80,694.38	-95.59%	97
35448	Pingel	Earl	State & Local Channel	State and Local West	NA	\$75,000.00	\$84,000.00	\$2,988.84	-\$81,011.16	-96.01%	98
35448	Kane	Anthony	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$2,988.84	-\$81,011.16	-96.01%	99
35448	McHugh	Eric	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$2,966.65	-\$81,033.35	-96.04%	100
35448	Doherty	Thomas	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$2,885.99	-\$81,114.01	-96.15%	101
35448	Pinto	Michael	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$2,787.76	-\$81,212.24	-96.28%	102
35448	Younger	Timothy	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$2,787.76	-\$81,212.24	-96.28%	103
35448	Heizman	David	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$2,776.04	-\$81,223.96	-96.30%	104
35448	Stapp	Philippe	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$2,655.75	-\$81,344.25	-96.46%	105
35448	Murphy	Bailey	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$2,652.22	-\$81,347.78	-96.46%	106
35448	Fuchs	Christopher	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$2,652.22	-\$81,347.78	-96.46%	107
35448	Zolt	Neal	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$2,633.00	-\$81,367.00	-96.49%	108
35448	Curcio	Griffin	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$2,598.92	-\$81,401.08	-96.53%	109
35448	Alanguilan	Von Aigner	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$2,361.44	-\$81,638.56	-96.85%	110
35448	Kirchmeier	Trenton	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$2,214.44	-\$81,785.56	-97.05%	111
35448	Cotto	Kevin	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$2,192.50	-\$81,807.50	-97.08%	112
35448	Brailsford	Nicholas	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$2,092.65	-\$81,907.35	-97.21%	113
35448	Sharkey	Timothy	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$1,801.35	-\$82,198.65	-97.60%	114
35448	Henley	Carlos	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$1,767.08	-\$82,232.92	-97.64%	115
35448	Rivers	Lisa	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$1,715.75	-\$82,284.25	-97.71%	116
35448	Brennan	Michael	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$1,704.52	-\$82,295.48	-97.73%	117
35448	McGee	Peter	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$1,580.08	-\$82,419.92	-97.89%	118

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Rooney	Stephen	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$1,569.36	-\$82,430.64	-97.91%	119
35448	Parrott	Donald	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$1,547.61	-\$82,452.39	-97.94%	120
35448	Tuzzolino	Nicole	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$1,485.40	-\$82,514.60	-98.02%	121
35448	Groth	Michael	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$1,090.92	-\$82,909.08	-98.55%	122
35448	Stoller	Kenneth	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$1,051.62	-\$82,948.38	-98.60%	123
35448	Buckley	Michael	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$883.54	-\$83,116.46	-98.82%	124
35448	Seaman	Britton	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$878.11	-\$83,121.89	-98.83%	125
35448	McArthur-Guzman	Alyssa	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$821.97	-\$83,178.03	-98.90%	126
35448	Averyheart	Kathryn	State & Local Channel	State and Local East	NA	\$75,000.00	\$84,000.00	\$816.16	-\$83,183.84	-98.91%	127
35448	Ruggiero	Daniel	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$797.25	-\$83,202.75	-98.94%	128
35448	Leak	Jason	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$742.70	-\$83,257.30	-99.01%	129
35448	Hastings	Vincent	State & Local Channel	State and Local West	NA	\$87,775.69	\$98,308.77	\$850.00	-\$97,458.77	-99.03%	130
35448	Kontos	Aleko	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$548.06	-\$83,451.94	-99.27%	131
35448	Strom	Geoffrey	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$425.00	-\$83,575.00	-99.43%	132
35448	Pipp	Allison	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$425.00	-\$83,575.00	-99.43%	133
35448	Mercado	Meghan	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$295.00	-\$83,705.00	-99.61%	134
35448	Larson	Brittany	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$151.11	-\$83,848.89	-99.80%	135
35448	McCowan	Michael	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$136.35	-\$83,863.65	-99.82%	136
35448	Killeen	Kevin	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$256,118.32	\$172,118.32	241.49%	1
35448	Brush	Matthew	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$246,537.84	\$162,537.84	228.72%	2
35448	Campbell IV	James	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$155,284.62	\$71,284.62	107.05%	3
35448	Abrams	Robert	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$155,284.62	\$71,284.62	107.05%	4
35448	Mottet	Peter	Medium Large Business	Central	NA	\$98,925.75	\$110,796.83	\$134,301.82	\$23,504.99	35.76%	5
35448	Aiello	Joseph	Medium Large Business	Central	73+	\$152,647.95	\$170,965.71	\$198,193.96	\$27,228.25	29.84%	6
35448	Samford	Vincent	Medium Large Business	Central	73+	\$307,809.36	\$344,746.48	\$377,907.51	\$33,161.03	22.77%	7
35448	Jacobs	Eric	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$80,785.42	-\$3,214.58	7.71%	8
35448	Beadle	Kevin	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$77,354.46	-\$6,645.54	3.14%	9
35448	Korf	Adam	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$77,354.46	-\$6,645.54	3.14%	10
35448	Rickson	Steve	Medium Large Business	Central	73+	\$118,354.58	\$132,557.12	\$119,209.17	-\$13,347.95	0.72%	11
35448	Doran	Cory	Medium Large Business	Central	73+	\$118,354.58	\$132,557.12	\$119,209.17	-\$13,347.95	0.72%	12
35448	Mortonson	Christopher	Medium Large Business	Central	NA	\$652,510.09	\$730,811.30	\$657,180.02	-\$73,631.28	0.72%	13
35448	Overlock	Amanda	Medium Large Business	Central	73+	\$120,350.15	\$134,792.17	\$119,209.17	-\$15,583.00	-0.95%	14
35448	Benson	Corey	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$71,057.53	-\$12,942.47	-5.26%	15
35448	Novak	Jeffrey	Medium Large Business	Central	73+	\$307,809.36	\$344,746.48	\$284,641.11	-\$60,105.37	-7.53%	16
35448	Sundeen	Jesse	Medium Large Business	Central	73+	\$230,460.76	\$258,116.05	\$208,137.66	-\$49,978.39	-9.69%	17
35448	Kurkiewicz	Bruce	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$64,744.86	-\$19,255.14	-13.67%	18
35448	Christenson	George	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$63,591.18	-\$20,408.82	-15.21%	19
35448	Reesh	Aaron	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$58,375.12	-\$25,624.88	-22.17%	20
35448	Rovansek	Michael	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$55,508.84	-\$28,491.16	-25.99%	21
35448	Woerfel	Andrew	Medium Large Business	Central	73+	\$1,699,267.16	\$1,903,179.22	\$1,206,719.97	-\$696,459.25	-28.99%	22
35448	Garrone	Michael	Medium Large Business	Central	73+	\$77,004.21	\$86,244.72	\$53,557.74	-\$32,686.98	-30.45%	23
35448	Przybylinski	Ian	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$49,242.17	-\$34,757.83	-34.34%	24
35448	Janiszewski	Michael	Medium Large Business	Central	NA	\$495,944.77	\$555,458.14	\$323,242.82	-\$232,215.32	-34.82%	25
35448	Hill	Mark	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$48,633.47	-\$35,366.53	-35.16%	26
35448	Strobach	Chad	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$41,621.27	-\$42,378.73	-44.50%	27
35448	Boyd	Nicholas	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$41,457.00	-\$42,543.00	-44.72%	28

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Velazquez	Jose	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$39,736.36	-\$44,263.64	-47.02%	29
35448	Lyman Jr	Daniel	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$36,286.90	-\$47,713.10	-51.62%	30
35448	Sedler	Joshua	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$35,736.40	-\$48,263.60	-52.35%	31
35448	Adams	Sophie	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$35,333.15	-\$48,666.85	-52.89%	32
35448	Carey	Wyman	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$33,379.40	-\$50,620.60	-55.49%	33
35448	Getlin	Carey	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$33,006.61	-\$50,993.39	-55.99%	34
35448	Geremia	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$32,373.87	-\$51,626.13	-56.83%	35
35448	Knapp	Tory	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$32,047.09	-\$51,952.91	-57.27%	36
35448	Hayes	Ryan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$30,813.62	-\$53,186.38	-58.92%	37
35448	Marx	Andrew	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$28,551.37	-\$55,448.63	-61.93%	38
35448	Friel	Thomas	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$28,484.73	-\$55,515.27	-62.02%	39
35448	Rogahn	Andrew	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$28,409.86	-\$55,590.14	-62.12%	40
35448	Friedman	David	Medium Large Business	Central	73+	\$483,694.44	\$541,737.77	\$180,032.89	-\$361,704.88	-62.78%	41
35448	Bunn	Robert	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$27,842.73	-\$56,157.27	-62.88%	42
35448	Seawall-Parker	Erik	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$27,175.93	-\$56,824.07	-63.77%	43
35448	Kenyon	Kyle	Medium Large Business	Central	73+	\$145,476.07	\$162,933.20	\$52,410.01	-\$110,523.19	-63.97%	44
35448	Gillespie	John	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$26,494.24	-\$57,505.76	-64.67%	45
35448	Uribe	Victor	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$26,172.11	-\$57,827.89	-65.10%	46
35448	Francois	Monica	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$25,858.82	-\$58,141.18	-65.52%	47
35448	Ward	Kenneth	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$25,716.11	-\$58,283.89	-65.71%	48
35448	Greenfield	Jonathan	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$25,225.12	-\$58,774.88	-66.37%	49
35448	Kenney	James	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$24,157.99	-\$59,842.01	-67.79%	50
35448	Kindelin	Michael	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$23,937.49	-\$60,062.51	-68.08%	51
35448	Larson	Lucas	Medium Large Business	Central	73+	\$567,815.21	\$635,953.03	\$180,817.71	-\$455,135.32	-68.16%	52
35448	Honer	Lauren	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$22,663.33	-\$61,336.67	-69.78%	53
35448	Schwartz	Todd	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$22,211.72	-\$61,788.28	-70.38%	54
35448	Starzec	Kathryn	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$22,133.40	-\$61,866.60	-70.49%	55
35448	Dizillo	Timothy	Medium Large Business	Central	73+	\$270,066.51	\$302,474.49	\$78,615.05	-\$223,859.44	-70.89%	56
35448	Hackney	Jason	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$20,462.26	-\$63,537.74	-72.72%	57
35448	Lattner	Joseph	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$20,109.17	-\$63,890.83	-73.19%	58
35448	Weiner	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$19,744.83	-\$64,255.17	-73.67%	59
35448	Persky	Chad	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$19,744.83	-\$64,255.17	-73.67%	60
35448	Foster	Jim	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$19,312.64	-\$64,687.36	-74.25%	61
35448	Patel	Vipul	Medium Large Business	Central	73+	\$131,845.47	\$147,666.93	\$33,006.61	-\$114,660.32	-74.97%	62
35448	Carlyon	Ethan	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$17,623.20	-\$66,376.80	-76.50%	63
35448	Fallon	James	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$17,466.32	-\$66,533.68	-76.71%	64
35448	Kostuchowski	Richard	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$17,093.15	-\$66,906.85	-77.21%	65
35448	Pavliak	Russell	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$16,457.41	-\$67,542.59	-78.06%	66
35448	Dunne	Nicholas	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$16,339.20	-\$67,660.80	-78.21%	67
35448	Schmidl	John	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$16,290.31	-\$67,709.69	-78.28%	68
35448	Goldin	Joshua	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$15,310.85	-\$68,689.15	-79.59%	69
35448	Cromeans	Brad	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$14,429.14	-\$69,570.86	-80.76%	70
35448	Beler	Joshua	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$13,688.67	-\$70,311.33	-81.75%	71
35448	Sutker	Danielle	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$13,256.72	-\$70,743.28	-82.32%	72
35448	Hodges	Michael	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$13,138.36	-\$70,861.64	-82.48%	73
35448	Crelman	Todd	Medium Large Business	Central	73+	\$126,976.11	\$142,213.24	\$22,170.28	-\$120,042.96	-82.54%	74

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Cohen	Kevin	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$13,083.02	-\$70,916.98	-82.56%	75
35448	Dobson	Jeffery	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$13,045.00	-\$70,955.00	-82.61%	76
35448	Schultz	Greg	Medium Large Business	Central	73+	\$130,234.27	\$145,862.39	\$22,546.91	-\$123,315.48	-82.69%	77
35448	Vanden Bygaart	Adriaan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$12,523.18	-\$71,476.82	-83.30%	78
35448	Bateman	Nathan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$12,523.18	-\$71,476.82	-83.30%	79
35448	Novello	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$12,371.97	-\$71,628.03	-83.50%	80
35448	Flores	Marcos	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$12,212.92	-\$71,787.08	-83.72%	81
35448	Hanrahan	Casey	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$12,098.00	-\$71,902.00	-83.87%	82
35448	Torres	Jeremiah	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$11,977.36	-\$72,022.64	-84.03%	83
35448	Wagner Jr.	Glenn	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$11,524.36	-\$72,475.64	-84.63%	84
35448	Roberts	Charles	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$11,290.91	-\$72,709.09	-84.95%	85
35448	Yui	William	Medium Large Business	Central	73+	\$145,957.84	\$163,472.78	\$21,478.89	-\$141,993.89	-85.28%	86
35448	Winnie	Brian	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$10,881.32	-\$73,118.68	-85.49%	87
35448	Burciaga	Kristian	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$10,664.54	-\$73,335.46	-85.78%	88
35448	Browder	Gail	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$10,478.50	-\$73,521.50	-86.03%	89
35448	Mack	Tanika	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$10,390.53	-\$73,609.47	-86.15%	90
35448	Flaschner	Zachary	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$10,079.01	-\$73,920.99	-86.56%	91
35448	Edoho	Isaiah	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$9,748.48	-\$74,251.52	-87.00%	92
35448	Beezley	Jacques	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$9,681.18	-\$74,318.82	-87.09%	93
35448	Riffle	Amy	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$9,651.83	-\$74,348.17	-87.13%	94
35448	Leverett	Stanley	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$9,311.64	-\$74,688.36	-87.58%	95
35448	Macri	Patrick	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$9,000.89	-\$74,999.11	-88.00%	96
35448	Dineen	Timothy	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$8,723.87	-\$75,276.13	-88.37%	97
35448	Geden	Nicholas	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$8,709.63	-\$75,290.37	-88.39%	98
35448	Quezada	Leonardo	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$8,519.29	-\$75,480.71	-88.64%	99
35448	Radhakrishnan	Vijay	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$8,372.65	-\$75,627.35	-88.84%	100
35448	Olson	Andrew	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$8,103.47	-\$75,896.53	-89.20%	101
35448	McHugh	Thomas	Medium Large Business	Central	NA	\$177,101.73	\$198,353.94	\$18,904.49	-\$179,449.45	-89.33%	102
35448	O'Neill	Michael	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$7,785.20	-\$76,214.80	-89.62%	103
35448	Salgado	Juan	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$7,304.86	-\$76,695.14	-90.26%	104
35448	Lendzion	Julie	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$7,157.88	-\$76,842.12	-90.46%	105
35448	Pesce	Claudia	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$7,143.11	-\$76,856.89	-90.48%	106
35448	Rosenberg	David	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$7,134.37	-\$76,865.63	-90.49%	107
35448	Kanne	Christopher	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$7,002.67	-\$76,997.33	-90.66%	108
35448	Weger	Robert	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$6,905.44	-\$77,094.56	-90.79%	109
35448	Wilder	Christopher	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$6,903.62	-\$77,096.38	-90.80%	110
35448	Halverson	Patrick	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$6,804.03	-\$77,195.97	-90.93%	111
35448	Richards	Daniel	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$6,708.59	-\$77,291.41	-91.06%	112
35448	Bouker	Jamal	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$6,679.73	-\$77,320.27	-91.09%	113
35448	Hanrahan	Caryn	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$6,448.84	-\$77,551.16	-91.40%	114
35448	Le	Kim	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$5,789.68	-\$78,210.32	-92.28%	115
35448	Epley	Amy	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$5,740.25	-\$78,259.75	-92.35%	116
35448	Guderyahn	Nicholas	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$5,719.52	-\$78,280.48	-92.37%	117
35448	Cote	Michael	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$5,719.52	-\$78,280.48	-92.37%	118
35448	Hayes	Meagan	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$5,497.01	-\$78,502.99	-92.67%	119
35448	Harb	Amer	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$5,333.58	-\$78,666.42	-92.89%	120

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Been	Nicole	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$5,236.60	-\$78,763.40	-93.02%	121
35448	Deen	Mark	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$5,181.56	-\$78,818.44	-93.09%	122
35448	Frey	Mariette	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$5,027.80	-\$78,972.20	-93.30%	123
35448	Bobo	Douglas	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$5,000.00	-\$79,000.00	-93.33%	124
35448	Flynn	Kevin	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$4,936.42	-\$79,063.58	-93.42%	125
35448	Schneider	John	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$4,769.82	-\$79,230.18	-93.64%	126
35448	Baron	Mark	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$4,526.35	-\$79,473.65	-93.96%	127
35448	Page	Russell	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$4,357.00	-\$79,643.00	-94.19%	128
35448	Rockwell	Bruce	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$4,326.92	-\$79,673.08	-94.23%	129
35448	Busch	Holly	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$4,297.81	-\$79,702.19	-94.27%	130
35448	Kucharz	Robert	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,974.15	-\$80,025.85	-94.70%	131
35448	Santilli	Anna Lia	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$3,966.24	-\$80,033.76	-94.71%	132
35448	Quille	Thomas	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,920.43	-\$80,079.57	-94.77%	133
35448	Wang	Alex	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,920.43	-\$80,079.57	-94.77%	134
35448	Laver	Elizabeth	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,605.66	-\$80,394.34	-95.19%	135
35448	Ryan	Meghan	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$3,368.96	-\$80,631.04	-95.51%	136
35448	Kryca	Kristine	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$3,279.92	-\$80,720.08	-95.63%	137
35448	DePersio	Scott	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,277.00	-\$80,723.00	-95.63%	138
35448	Amore	Andrew	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,143.94	-\$80,856.06	-95.81%	139
35448	Carter	Jeffrey	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,088.17	-\$80,911.83	-95.88%	140
35448	Kasel	William	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$3,040.05	-\$80,959.95	-95.95%	141
35448	Bohle	Franklin	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$2,934.48	-\$81,065.52	-96.09%	142
35448	Wallor	Andrew	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$2,904.68	-\$81,095.32	-96.13%	143
35448	Binetti	Frank	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,697.43	-\$81,302.57	-96.40%	144
35448	Wilson	Lesley	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$2,684.00	-\$81,316.00	-96.42%	145
35448	Kim	Brian	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$2,682.19	-\$81,317.81	-96.42%	146
35448	Rietveld	Faith	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$2,661.56	-\$81,338.44	-96.45%	147
35448	Robertson	Gailan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,652.58	-\$81,347.42	-96.46%	148
35448	Holzem	Lisa	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,649.28	-\$81,350.72	-96.47%	149
35448	Carey	Angela	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$2,559.99	-\$81,440.01	-96.59%	150
35448	Brown	Edward	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$2,520.61	-\$81,479.39	-96.64%	151
35448	Lutz	Marissa	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$2,490.87	-\$81,509.13	-96.68%	152
35448	Karpman	Michael	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$2,384.91	-\$81,615.09	-96.82%	153
35448	Wisler	Dominic	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$2,366.50	-\$81,633.50	-96.84%	154
35448	Whitlatch	Jenny	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$2,244.21	-\$81,755.79	-97.01%	155
35448	Neckopulos	Christopher	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,169.02	-\$81,830.98	-97.11%	156
35448	Temple	Thomas	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,146.99	-\$81,853.01	-97.14%	157
35448	Nattee	Alexis	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$2,105.09	-\$81,894.91	-97.19%	158
35448	Gray	Mark	Medium Large Business	Central	73+	\$130,408.49	\$146,057.51	\$3,146.74	-\$142,910.77	-97.59%	159
35448	Nash	Carolyn	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$1,796.86	-\$82,203.14	-97.60%	160
35448	Ourada	Nora	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,784.06	-\$82,215.94	-97.62%	161
35448	Cheshier	Braden	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,716.43	-\$82,283.57	-97.71%	162
35448	Marthens	Tom	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$1,659.78	-\$82,340.22	-97.79%	163
35448	Callhoun	Charles	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,628.00	-\$82,372.00	-97.83%	164
35448	Lewis	Josh	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,606.12	-\$82,393.88	-97.86%	165
35448	Olson	Nathan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,578.40	-\$82,421.60	-97.90%	166

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Napolitano	Ashley	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$1,537.84	-\$82,462.16	-97.95%	167
35448	Sweinberg	Nicole	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$1,534.34	-\$82,465.66	-97.95%	168
35448	Fluture	Nicholas	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,446.24	-\$82,553.76	-98.07%	169
35448	Shuff	Aaron	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$1,428.37	-\$82,571.63	-98.10%	170
35448	Leseck	Lonny	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$1,250.42	-\$82,749.58	-98.33%	171
35448	Liebgott	Matthew	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,237.79	-\$82,762.21	-98.35%	172
35448	Klein	Steven	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,237.79	-\$82,762.21	-98.35%	173
35448	Mohamed	Ahmed	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,222.97	-\$82,777.03	-98.37%	174
35448	Kardas	Michael	Medium Large Business	Central	73+	\$765,469.23	\$857,325.54	\$11,745.38	-\$845,580.16	-98.47%	175
35448	Salter	Karen	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,072.03	-\$82,927.97	-98.57%	176
35448	Krakowsky	Adam	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,070.87	-\$82,929.13	-98.57%	177
35448	Norman	Lindsey	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$1,051.98	-\$82,948.02	-98.60%	178
35448	Bielawski	Lee	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$973.80	-\$83,026.20	-98.70%	179
35448	Ryan	Connor	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$761.44	-\$83,238.56	-98.98%	180
35448	Bies	Scott	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$719.34	-\$83,280.66	-99.04%	181
35448	Tufte	Gavin	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$697.91	-\$83,302.09	-99.07%	182
35448	Agnihotri	Raj	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$697.91	-\$83,302.09	-99.07%	183
35448	Pietruszynski	Cynthia	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$670.96	-\$83,329.04	-99.11%	184
35448	Bonham	Johnathan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$619.82	-\$83,380.18	-99.17%	185
35448	Covault	Adam	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$542.26	-\$83,457.74	-99.28%	186
35448	Repsold	Jill	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$453.91	-\$83,546.09	-99.39%	187
35448	Summers	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$453.91	-\$83,546.09	-99.39%	188
35448	Gallagher	Joseph	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$408.65	-\$83,591.35	-99.46%	189
35448	Vardijan	Andrew	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$275.07	-\$83,724.93	-99.63%	190
35448	Petroski	Amy	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$256.95	-\$83,743.05	-99.66%	191
35448	Mulis	Andrew	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$176.97	-\$83,823.03	-99.76%	192
35448	Klein	Andrew	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$93.12	-\$83,906.88	-99.88%	193
35448	Sliwicki	Shane	Medium Large Business	Central	NA	\$75,000.00	\$84,000.00	\$90.96	-\$83,909.04	-99.88%	194
35448	Bolletino	Noelle	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$153,222.62	\$69,222.62	104.30%	1
35448	Kniffin	Robert	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$106,940.34	\$22,940.34	42.59%	2
35448	Osacky	Brandon	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$101,359.58	\$17,359.58	35.15%	3
35448	McKeown	Brendan	Medium Large Business	East	NA	\$97,433.68	\$109,125.72	\$119,146.10	\$10,020.38	22.28%	4
35448	Harris	David	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$74,965.90	-\$9,034.10	-0.05%	5
35448	Fromm	Sara	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$72,720.24	-\$11,279.76	-3.04%	6
35448	Ayers	Ronald	Medium Large Business	East	73+	\$148,906.63	\$166,775.43	\$136,790.42	-\$29,985.01	-8.14%	7
35448	Richter	Laurence	Medium Large Business	East	73+	\$166,734.49	\$186,742.63	\$144,809.08	-\$41,933.55	-13.15%	8
35448	Cook	Walter	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$61,900.29	-\$22,099.71	-17.47%	9
35448	Barth	Brian	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$57,369.80	-\$26,630.20	-23.51%	10
35448	Pak	Janet	Medium Large Business	East	73+	\$99,397.80	\$111,325.54	\$72,475.49	-\$38,850.05	-27.09%	11
35448	Joice	Christian	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$51,284.78	-\$32,715.22	-31.62%	12
35448	Filipiak	Curtis	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$47,376.83	-\$36,623.17	-36.83%	13
35448	Torabi	Sahand	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$46,244.66	-\$37,755.34	-38.34%	14
35448	Carlson	Pamela	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$45,916.23	-\$38,083.77	-38.78%	15
35448	Ollquist	Kevin	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$43,448.52	-\$40,551.48	-42.07%	16
35448	Moore	Justin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$40,015.37	-\$43,984.63	-46.65%	17
35448	Lynch	Adam	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$34,484.19	-\$49,515.81	-54.02%	18

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Kijewski	Glenn	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$31,302.22	-\$52,697.78	-58.26%	19
35448	Torres	Parris	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$27,364.28	-\$56,635.72	-63.51%	20
35448	Wernick	Benjamin	Medium Large Business	East	73+	\$187,574.63	\$210,083.59	\$62,380.49	-\$147,703.10	-66.74%	21
35448	Hogan	Brandon	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$23,037.25	-\$60,962.75	-69.28%	22
35448	Pritchard	Michael	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$22,388.74	-\$61,611.26	-70.15%	23
35448	Murphy	Bridget	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$10,667.68	-\$73,332.32	-71.55%	24
35448	Winter	Jill	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$10,667.68	-\$73,332.32	-71.55%	24
35448	Beno	Brad	Medium Large Business	East	73+	\$244,324.61	\$273,643.56	\$69,367.02	-\$204,276.54	-71.61%	25
35448	Monahan	Kyle	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$20,765.00	-\$63,235.00	-72.31%	26
35448	Gorga	Brian	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$18,960.69	-\$65,039.31	-74.72%	27
35448	Lax	Kristen	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$18,947.89	-\$65,052.11	-74.74%	28
35448	Smyth	Jonathan	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$18,351.87	-\$65,648.13	-75.53%	29
35448	Price	Jill	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$18,118.88	-\$65,881.12	-75.84%	30
35448	Blanchard	Jackson	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$17,891.25	-\$66,108.75	-76.14%	31
35448	Campbell	Ford	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$17,659.00	-\$66,341.00	-76.45%	32
35448	Devero	Thomas	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$17,216.33	-\$66,783.67	-77.04%	33
35448	Conant	Christopher	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$16,867.18	-\$67,132.82	-77.51%	34
35448	Bofill	Matthew	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$15,278.67	-\$68,721.33	-79.63%	35
35448	Salenetri	Brandie	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$14,791.60	-\$69,208.40	-80.28%	36
35448	Hemphill	Jeffrey	Medium Large Business	East	73+	\$103,719.24	\$116,165.55	\$19,880.28	-\$96,285.27	-80.83%	37
35448	Leach	Kelly	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$14,129.27	-\$69,870.73	-81.16%	38
35448	Defreitas	Derek	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$13,781.07	-\$70,218.93	-81.63%	39
35448	Mattson	Christopher	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$12,256.38	-\$71,743.62	-83.66%	40
35448	Stern	Reese	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$12,190.80	-\$71,809.20	-83.75%	41
35448	Tran	Elizabeth	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$12,152.40	-\$71,847.60	-83.80%	42
35448	Koelker	Cory	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$11,811.79	-\$72,188.21	-84.25%	43
35448	Hogan	Heather	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$11,379.87	-\$72,620.13	-84.83%	44
35448	Freeman	Peter	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$11,352.29	-\$72,647.71	-84.86%	45
35448	Sakoian	Igor	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$11,154.17	-\$72,845.83	-85.13%	46
35448	Dancy	Steven	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$11,116.88	-\$72,883.12	-85.18%	47
35448	Holley	Bradley	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$10,932.40	-\$73,067.60	-85.42%	48
35448	Bittner	Jeff	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$10,832.92	-\$73,167.08	-85.56%	49
35448	Farbman	Miles	Medium Large Business	East	73+	\$124,280.78	\$139,194.47	\$17,828.64	-\$121,365.83	-85.65%	50
35448	Crowley	Jonathan	Medium Large Business	East	73+	\$355,636.04	\$398,312.36	\$49,855.34	-\$348,457.02	-85.98%	51
35448	Hibbs	David	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$10,300.48	-\$73,699.52	-86.27%	52
35448	Flaherty	Martin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$9,161.88	-\$74,838.12	-87.78%	53
35448	Maresca	Jenna	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$9,028.11	-\$74,971.89	-87.96%	54
35448	Wattier	Susan	Medium Large Business	East	73+	\$143,747.78	\$160,997.52	\$16,786.98	-\$144,210.54	-88.32%	55
35448	Gray	Scott	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$8,425.61	-\$75,574.39	-88.77%	56
35448	Kiczalis	John	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$8,319.18	-\$75,680.82	-88.91%	57
35448	Kuemmel	Michael	Medium Large Business	East	73+	\$148,742.80	\$166,591.94	\$15,913.52	-\$150,678.42	-89.30%	58
35448	Radcliffe	Matthew	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$7,662.56	-\$76,337.44	-89.78%	59
35448	Firlit	Kenneth	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$7,658.28	-\$76,341.72	-89.79%	60
35448	Weithman	Michael	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$6,942.60	-\$77,057.40	-90.74%	61
35448	Parikh	Purvi	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$6,745.05	-\$77,254.95	-91.01%	62
35448	Hemphill	Dan	Medium Large Business	East	73+	\$536,323.18	\$600,681.96	\$45,877.47	-\$554,804.49	-91.45%	63

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Stec	Michael	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$6,362.97	-\$77,637.03	-91.52%	64
35448	Sekenske	Kevin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$6,237.93	-\$77,762.07	-91.68%	65
35448	Cech	Erin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$6,237.93	-\$77,762.07	-91.68%	66
35448	Calcutt	Nicholas	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$5,669.46	-\$78,330.54	-92.44%	67
35448	Addis	Mark	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$5,641.07	-\$78,358.93	-92.48%	68
35448	Krichman	Russell	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$5,455.02	-\$78,544.98	-92.73%	69
35448	Tighe	Daniel	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$5,278.08	-\$78,721.92	-92.96%	70
35448	Wesling	Michael	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$5,224.07	-\$78,775.93	-93.03%	71
35448	DeBoer	Myriah	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$5,095.61	-\$78,904.39	-93.21%	72
35448	Sransky	Stephen	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$5,093.50	-\$78,906.50	-93.21%	73
35448	Ponce	Pedro	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$4,901.41	-\$79,098.59	-93.46%	74
35448	Moran	Christopher	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$4,703.31	-\$79,296.69	-93.73%	75
35448	Albrecht	Justin	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$4,617.77	-\$79,382.23	-93.84%	76
35448	McGorisk	Kelsey	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$4,410.54	-\$79,589.46	-94.12%	77
35448	Woodard	Lisa	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$4,391.69	-\$79,608.31	-94.14%	78
35448	Dewey	Thomas	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$4,297.58	-\$79,702.42	-94.27%	79
35448	Bernardo	Mark	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$4,181.74	-\$79,818.26	-94.42%	80
35448	Gallup	Michael	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$4,181.44	-\$79,818.56	-94.42%	81
35448	Couch	Christopher	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$4,153.77	-\$79,846.23	-94.46%	82
35448	Collins	Kristin	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$4,098.08	-\$79,901.92	-94.54%	83
35448	Cohen	Jordan	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$3,921.58	-\$80,078.42	-94.77%	84
35448	Perkins	Ricky	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$3,839.74	-\$80,160.26	-94.88%	85
35448	Wagner	James	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$3,751.79	-\$80,248.21	-95.00%	86
35448	Dean	Regis	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$3,751.79	-\$80,248.21	-95.00%	87
35448	Chavez	Sergio	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$3,688.90	-\$80,311.10	-95.08%	88
35448	Katz	Benjamin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$3,609.45	-\$80,390.55	-95.19%	89
35448	Kelly	Eric	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$3,205.94	-\$80,794.06	-95.73%	90
35448	Lorenzoni	Eric	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$3,140.00	-\$80,860.00	-95.81%	91
35448	Pankey	Raymond	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$3,112.35	-\$80,887.65	-95.85%	92
35448	Matthews	Daniel	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$3,100.00	-\$80,900.00	-95.87%	93
35448	Wagner	Zane	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$2,978.35	-\$81,021.65	-96.03%	94
35448	Hernandez	Christopher	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$2,875.99	-\$81,124.01	-96.17%	95
35448	Jaszczor	Jill	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$2,558.21	-\$81,441.79	-96.59%	96
35448	Trebotica	Sean	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$2,372.60	-\$81,627.40	-96.84%	97
35448	Citron	Jordan	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$2,290.42	-\$81,709.58	-96.95%	98
35448	Burkholder	Eric	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$2,079.00	-\$81,921.00	-97.23%	99
35448	Booth	Keita	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$2,070.15	-\$81,929.85	-97.24%	100
35448	Tracy	Kaylyn	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$2,011.14	-\$81,988.86	-97.32%	101
35448	DeLonjay	Brian	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$1,928.61	-\$82,071.39	-97.43%	102
35448	Majury	Ashley	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$1,905.48	-\$82,094.52	-97.46%	103
35448	Wellstein	John	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$1,844.40	-\$82,155.60	-97.54%	104
35448	Lee	James	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$1,818.35	-\$82,181.65	-97.58%	105
35448	Corson	Meghan	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$1,811.35	-\$82,188.65	-97.58%	106
35448	Gerrard	Andrew	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$1,778.96	-\$82,221.04	-97.63%	107
35448	Ford	Hayden	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$1,683.74	-\$82,316.26	-97.76%	108
35448	Sims	John	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$1,629.14	-\$82,370.86	-97.83%	109



## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Janota	John	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$1,559.92	-\$82,440.08	-97.92%	110
35448	Pellicane	Cole	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$1,408.81	-\$82,591.19	-98.12%	111
35448	McLoughlin	Patrick	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$1,389.17	-\$82,610.83	-98.15%	112
35448	Kelley	Kayla	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$1,226.32	-\$82,773.68	-98.36%	113
35448	Falvo	Daniel	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$1,172.86	-\$82,827.14	-98.44%	114
35448	Arnold	Christopher	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$1,170.78	-\$82,829.22	-98.44%	115
35448	Wright Jr	Christopher	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$1,101.53	-\$82,988.47	-98.53%	116
35448	Opfer	Bryan	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$1,011.39	-\$82,988.61	-98.65%	117
35448	Gindi	Kate	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$975.24	-\$83,024.76	-98.70%	118
35448	Beal	Chris	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$849.89	-\$83,150.11	-98.87%	119
35448	Cycak	Matthew	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$759.36	-\$83,240.64	-98.99%	120
35448	Jacob	Paulose	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$559.50	-\$83,440.50	-99.25%	121
35448	Gutmann	Corey	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$552.89	-\$83,447.11	-99.26%	122
35448	Labkon	Matthew	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$546.01	-\$83,453.99	-99.27%	123
35448	Beale	Cameron	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$463.76	-\$83,536.24	-99.38%	124
35448	Leach	Richard	Medium Large Business	East	NA	\$75,000.00	\$84,000.00	\$432.62	-\$83,567.38	-99.42%	125
35448	Randolph	Brittnay	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$260.64	-\$83,739.36	-99.65%	126
35448	Rickus	William	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$259.18	-\$83,740.82	-99.65%	127
35448	O'Brien	Elizabeth	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$153.74	-\$83,846.26	-99.80%	128
35448	Fry	Deandre	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$129.59	-\$83,870.41	-99.83%	129
35448	Mullins	Joseph	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$129.59	-\$83,870.41	-99.83%	130
35448	Ludwig	Nick	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$43.27	-\$83,956.73	-99.94%	131
35448	Bergenty	Kevin	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$29.02	-\$83,970.98	-99.96%	132
35448	Halverson	H	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$163,322.01	\$79,322.01	117.76%	1
35448	Brown	Robert	Medium Large Business	South	73+	\$482,891.10	\$540,838.03	\$806,250.18	\$265,412.15	66.96%	2
35448	Robinson Segura	Mary	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$96,568.50	\$12,568.50	28.76%	3
35448	Herman	Micah	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$92,477.86	\$8,477.86	23.30%	4
35448	Cross	Stephen	Medium Large Business	South	NA	\$93,424.35	\$104,635.27	\$110,237.34	\$5,602.07	18.00%	5
35448	Fuente	Lucas	Medium Large Business	South	NA	\$111,846.92	\$125,268.54	\$130,497.62	\$5,229.08	16.68%	6
35448	Wendelborn	James	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$82,073.30	-\$1,926.70	9.43%	7
35448	Blackmore	Jonathan	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$75,896.59	-\$8,103.41	1.20%	8
35448	Harmon	Casey	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$65,248.85	-\$18,751.15	-13.00%	9
35448	Cherry	Nadene	Medium Large Business	South	73+	\$78,057.22	\$87,424.08	\$65,248.85	-\$22,175.23	-16.41%	10
35448	Dias Da Silva	Adam	Medium Large Business	South	73+	\$132,170.78	\$148,031.27	\$96,041.45	-\$51,989.82	-27.34%	11
35448	Wolanyk	William	Medium Large Business	South	73+	\$189,610.90	\$212,364.21	\$135,292.46	-\$77,071.75	-28.65%	12
35448	Balliet	Andrew	Medium Large Business	South	73+	\$266,611.28	\$298,604.64	\$172,992.87	-\$125,611.77	-35.11%	13
35448	Murillo	Mario	Medium Large Business	South	NA	\$494,635.70	\$553,991.98	\$286,683.93	-\$267,308.05	-42.04%	14
35448	Kotsiovos	George	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$43,146.79	-\$40,853.21	-42.47%	15
35448	Kovanic	Keri	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$42,335.20	-\$41,664.80	-43.55%	16
35448	Gudbrandsen	Thomas	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$39,170.48	-\$44,829.52	-47.77%	17
35448	Ospina	Emmanuel	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$36,455.97	-\$47,544.03	-51.39%	18
35448	Gilkison	Charles	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$32,903.91	-\$51,096.09	-56.13%	19
35448	Sarno	Dominic	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$32,781.87	-\$51,218.13	-56.29%	20
35448	Hulsh	Oren	Medium Large Business	South	73+	\$276,112.17	\$309,245.64	\$104,424.44	-\$204,821.20	-62.18%	21
35448	Patel	Amish	Medium Large Business	South	NA	\$306,791.31	\$343,606.26	\$116,027.16	-\$227,579.10	-62.18%	22
35448	Michna	Richard	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$26,882.25	-\$57,117.75	-64.16%	23

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Clopton	Richard	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$26,658.26	-\$57,341.74	-64.46%	24
35448	Moldenhauer	Eric	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$26,623.35	-\$57,376.65	-64.50%	25
35448	Dallman	George	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$25,719.33	-\$58,280.67	-65.71%	26
35448	Pifer	Adam	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$24,213.39	-\$59,786.61	-67.72%	27
35448	Altobelli	Teresa	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$23,637.08	-\$60,362.92	-68.48%	28
35448	Difino	Frank	Medium Large Business	South	73+	\$89,304.67	\$100,021.23	\$28,064.31	-\$71,956.92	-68.57%	29
35448	Hicks	William	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$22,741.99	-\$61,258.01	-69.68%	30
35448	Rothacker	Ken	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$22,395.67	-\$61,604.33	-70.14%	31
35448	Goodman	Joshua	Medium Large Business	South	73+	\$117,261.28	\$131,332.63	\$34,237.53	-\$97,095.10	-70.80%	32
35448	Murphy	William	Medium Large Business	South	NA	\$1,054,214.45	\$1,180,720.18	\$298,839.27	-\$881,880.91	-71.65%	33
35448	Monaco	Molly	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$21,121.77	-\$62,878.23	-71.84%	34
35448	Albright	Scott	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$20,684.64	-\$63,315.36	-72.42%	35
35448	Parman	Kalon	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$18,200.00	-\$65,800.00	-75.73%	36
35448	Sguigna	James	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$18,200.00	-\$65,800.00	-75.73%	37
35448	Nemec	Julie	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$17,332.58	-\$66,667.42	-76.89%	38
35448	Lachowin	Kyle	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$17,031.50	-\$66,968.50	-77.29%	39
35448	Mock	Bethany	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$16,669.15	-\$67,330.85	-77.77%	40
35448	Hand	Ryan	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$16,565.61	-\$67,434.39	-77.91%	41
35448	High	Jennifer	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$16,559.62	-\$67,440.38	-77.92%	42
35448	O'Haire	Patrick	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$16,280.89	-\$67,719.11	-78.29%	43
35448	Short Jr	Billy	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$15,957.00	-\$68,043.00	-78.72%	44
35448	Mulligan	Michael	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$15,957.00	-\$68,043.00	-78.72%	45
35448	Santos	Joel	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$15,199.05	-\$68,800.95	-79.73%	46
35448	McWherter	Brett	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$14,998.95	-\$69,001.05	-80.00%	47
35448	Kastholm	Kelly	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$13,818.54	-\$70,181.46	-81.58%	48
35448	Muratore	Gislaine	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$13,619.17	-\$70,380.83	-81.84%	49
35448	Bellini	Giuseppe	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$12,489.75	-\$71,510.25	-83.35%	50
35448	Castro	Abraham	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$12,325.18	-\$71,674.82	-83.57%	51
35448	Wilhelm	Thomas	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$11,602.72	-\$72,397.28	-84.53%	52
35448	Godoy	German	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$10,889.89	-\$73,110.11	-85.48%	53
35448	Backing	Andrea	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$10,889.89	-\$73,110.11	-85.48%	54
35448	Snyder	Perry	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$10,764.48	-\$73,235.52	-85.65%	55
35448	Lachenberg Jr.	Raymond	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$10,747.90	-\$73,252.10	-85.67%	56
35448	Lepisto	Chad	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$10,747.90	-\$73,252.10	-85.67%	57
35448	Daly	Joseph	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$10,715.96	-\$73,284.04	-85.71%	58
35448	Geib	Anne	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$10,600.74	-\$73,399.26	-85.87%	59
35448	Lanci	Stephen	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$10,549.76	-\$73,450.24	-85.93%	60
35448	Wood	Steven	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$10,421.98	-\$73,578.02	-86.10%	61
35448	Kearns	Ryan	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$10,350.23	-\$73,649.77	-86.20%	62
35448	Brettrager	Mathew	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$9,934.67	-\$74,065.33	-86.75%	63
35448	Vickman Cordon	Leslie	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$9,934.67	-\$74,065.33	-86.75%	64
35448	Guzick	Patrick	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$9,254.31	-\$74,745.69	-87.66%	65
35448	Rink	Stephanie	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$8,985.07	-\$75,014.93	-88.02%	66
35448	Castelli	James	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$8,907.23	-\$75,092.77	-88.12%	67
35448	Cho	Emily	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$8,808.44	-\$75,191.56	-88.26%	68
35448	McLaughlin	Ryan	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$8,511.17	-\$75,488.83	-88.65%	69

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Gunnels	Ethan	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$8,182.32	-\$75,817.68	-89.09%	70
35448	Sample	Matthew	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$8,180.19	-\$75,819.81	-89.09%	71
35448	Silverberg	Michael	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$8,142.77	-\$75,857.23	-89.14%	72
35448	Kolenovic	Alen	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$8,142.77	-\$75,857.23	-89.14%	73
35448	Young	Collin	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$7,518.23	-\$76,481.77	-89.98%	74
35448	Kelly	James	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$7,214.06	-\$76,785.94	-90.38%	75
35448	Brickman	Kate	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$6,987.24	-\$77,012.76	-90.68%	76
35448	Drecoll	Michael	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$6,882.09	-\$77,117.91	-90.82%	77
35448	Scheerhorn	Andrew	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$6,633.89	-\$77,366.11	-91.15%	78
35448	Mumbower	John	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$6,492.67	-\$77,507.33	-91.34%	79
35448	Perez	Geno	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$6,457.79	-\$77,542.21	-91.39%	80
35448	Sanchez	Emanuel	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$6,404.93	-\$77,595.07	-91.46%	81
35448	Belter	Douglas	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$6,269.06	-\$77,730.94	-91.64%	82
35448	Johnson	Aaron	Medium Large Business	South	73+	\$218,437.14	\$244,649.59	\$17,983.95	-\$226,665.64	-91.77%	83
35448	Russo	Gianni	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$6,103.79	-\$77,896.21	-91.86%	84
35448	Becker	Noah	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$6,103.79	-\$77,896.21	-91.86%	85
35448	Rumoro	Jason	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$5,751.26	-\$78,248.74	-92.33%	86
35448	Charles	Leo	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$5,587.96	-\$78,412.04	-92.55%	87
35448	Urban	Casey	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$5,532.86	-\$78,467.14	-92.62%	88
35448	Larson	Rosio	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$4,606.03	-\$79,393.97	-93.86%	89
35448	Cutrofello	Dominic	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$4,303.76	-\$79,696.24	-94.26%	90
35448	Balletti	Allison	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$4,207.38	-\$79,792.62	-94.39%	91
35448	Kelly	Rachel	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$4,141.41	-\$79,858.59	-94.48%	92
35448	Karlins	Shelley	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$4,130.91	-\$79,869.09	-94.49%	93
35448	Hartnagel	Justin	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$4,130.91	-\$79,869.09	-94.49%	94
35448	Bliss	Jeffrey	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$4,016.35	-\$79,983.65	-94.64%	95
35448	Huber	Brian	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$3,988.93	-\$80,011.07	-94.68%	96
35448	Anderson	Dustin	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$3,988.93	-\$80,011.07	-94.68%	97
35448	Inzerillo	Vincent	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$3,945.98	-\$80,054.02	-94.74%	98
35448	Delgado	Michael	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$3,870.91	-\$80,129.09	-94.84%	99
35448	Poepping	David	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$3,689.42	-\$80,310.58	-95.08%	100
35448	Andracki	Matthew	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$3,470.84	-\$80,529.16	-95.37%	101
35448	Koski	Tammy	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$3,101.15	-\$80,898.85	-95.87%	102
35448	Rosado	Antonio	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$3,095.47	-\$80,904.53	-95.87%	103
35448	Sammartin	Joshua	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$2,709.45	-\$81,290.55	-96.39%	104
35448	Ryan	Richard	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$2,536.63	-\$81,463.37	-96.62%	105
35448	Stone	Sean	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$2,353.48	-\$81,646.52	-96.86%	106
35448	Elsen	Benjamin	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$2,346.00	-\$81,654.00	-96.87%	107
35448	Smith	Chad	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$2,238.93	-\$81,761.07	-97.01%	108
35448	Csekme	Samantha	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$2,093.62	-\$81,906.38	-97.21%	109
35448	Hinchley	Ryan	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$1,997.45	-\$82,002.55	-97.34%	110
35448	Sanchez	Amanda	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$1,872.08	-\$82,127.92	-97.50%	111
35448	Hoekstra	Brian	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$1,725.61	-\$82,274.39	-97.70%	112
35448	Viera Galvan	Jonathan	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$1,674.07	-\$82,325.93	-97.77%	113
35448	Asewicz	Lesley	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$1,589.20	-\$82,410.80	-97.88%	114
35448	Hamidi	Sean	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$1,419.99	-\$82,580.01	-98.11%	115

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Downing	Kevin	Medium Large Business	South	NA	\$353,697.73	\$396,141.46	\$6,659.64	-\$389,481.82	-98.12%	116
35448	Freeman	Madison	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$1,410.83	-\$82,589.17	-98.12%	117
35448	Brinkley	Michael	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$1,363.28	-\$82,636.72	-98.18%	118
35448	James	David	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$1,281.48	-\$82,718.52	-98.29%	119
35448	Brown	Adam	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$1,270.00	-\$82,730.00	-98.31%	120
35448	Popa	Michael	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$1,267.15	-\$82,732.85	-98.31%	121
35448	Levy	Jeremy	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$1,267.15	-\$82,732.85	-98.31%	122
35448	Holzem	Craig	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$1,261.68	-\$82,738.32	-98.32%	123
35448	Genton	Althea	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$1,238.07	-\$82,761.93	-98.35%	124
35448	Weaver	Corey	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$1,220.80	-\$82,779.20	-98.37%	125
35448	Cook	Jane	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$1,175.63	-\$82,824.37	-98.43%	126
35448	Friend	Marcus	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$1,163.51	-\$82,836.49	-98.45%	127
35448	Watson	Emmanuel	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$1,158.00	-\$82,842.00	-98.46%	128
35448	Terrell	Ronald	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$1,100.00	-\$82,900.00	-98.53%	129
35448	Holko	Tara	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$1,040.04	-\$82,959.96	-98.61%	130
35448	Breymaier III	Robert	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$1,013.63	-\$82,986.37	-98.65%	131
35448	Brooks	Jarmon	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$1,001.47	-\$82,998.53	-98.66%	132
35448	Ford	Mary	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$982.57	-\$83,017.43	-98.69%	133
35448	Markel	Jason	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$948.18	-\$83,051.82	-98.74%	134
35448	Delis	Christian	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$878.15	-\$83,121.85	-98.83%	135
35448	Valencia	Alejandro	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$826.49	-\$83,173.51	-98.90%	136
35448	Halpern	Donald	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$805.17	-\$83,194.83	-98.93%	137
35448	Libert	Steven	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$804.32	-\$83,195.68	-98.93%	138
35448	O'Connor	Sean	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$804.32	-\$83,195.68	-98.93%	139
35448	Dailey	Andrew	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$784.80	-\$83,215.20	-98.95%	140
35448	Petry	Jonathan	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$674.02	-\$83,325.98	-99.10%	141
35448	Mitchell	Gregory	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$668.14	-\$83,331.86	-99.11%	142
35448	Everett	James	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$667.60	-\$83,332.40	-99.11%	143
35448	Washkowiak	Julia	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$387.99	-\$83,612.01	-99.48%	144
35448	Weiland	William	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$281.59	-\$83,718.41	-99.62%	145
35448	Jacob	Jeffrey	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$276.49	-\$83,723.51	-99.63%	146
35448	Hannan	Meagan	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$218.48	-\$83,781.52	-99.71%	147
35448	Bills	Jamison	Medium Large Business	South	NA	\$75,000.00	\$84,000.00	\$209.95	-\$83,790.05	-99.72%	148
35448	Hoyos	Lauren	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$209.95	-\$83,790.05	-99.72%	149
35448	Ackerman	Robyn	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$178.74	-\$83,821.26	-99.76%	150
35448	Burgquist	Jaime	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$174.41	-\$83,825.59	-99.77%	151
35448	Hopkins	Wesley	Medium Large Business	West	25-48	\$76,875.22	\$86,100.25	\$436,411.72	\$350,311.47	467.69%	1
35448	Ermel	Steven	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$168,295.78	\$84,295.78	124.39%	2
35448	Wong	Matthew	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$93,469.76	\$9,469.76	24.63%	3
35448	Nowicki	Nicholas	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$93,053.62	\$9,053.62	24.07%	4
35448	DeVore	Andrew	Medium Large Business	West	NA	\$122,321.87	\$137,000.49	\$145,594.07	\$8,593.58	19.03%	5
35448	Turcol	Stefani	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$84,637.70	\$637.70	12.85%	6
35448	Farrar	Michael	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$80,518.84	-\$3,481.16	7.36%	7
35448	Blattner	Brian	Medium Large Business	West	73+	\$257,071.51	\$287,920.09	\$270,185.52	-\$17,734.57	5.10%	8
35448	Kus	Vincent	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$72,148.38	-\$11,851.62	-3.80%	9
35448	Cutaran	Paul	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$64,700.27	-\$19,299.73	-13.73%	10

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Tanquary	Scott	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$59,511.42	-\$24,488.58	-20.65%	11
35448	Craig	Gianna	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$29,199.51	-\$54,800.49	-22.13%	12
35448	Murphy	Brian	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$29,199.51	-\$54,800.49	-22.13%	12
35448	Baghdadi	Yousif	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$48,292.72	-\$35,707.28	-35.61%	13
35448	Hines	Daniel	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$42,741.85	-\$41,258.15	-43.01%	14
35448	Doolin	Kevin	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$42,684.88	-\$41,315.12	-43.09%	15
35448	Montoya	Genesis	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$38,497.59	-\$45,502.41	-48.67%	16
35448	Thomas	Christopher	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$36,127.71	-\$47,872.29	-51.83%	17
35448	Trank	Caroline	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$35,303.49	-\$48,696.51	-52.93%	18
35448	Bare	Kevin	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$34,081.32	-\$49,918.68	-54.56%	19
35448	Mattrisch	Callie	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$33,512.11	-\$50,487.89	-55.32%	20
35448	Schoonover	Daniel	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$33,416.18	-\$50,583.82	-55.45%	21
35448	DeCorte	Michael	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$33,376.16	-\$50,623.84	-55.50%	22
35448	Klemis	Michael	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$32,883.58	-\$51,116.42	-56.16%	23
35448	Keil	Robert	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$32,882.21	-\$51,117.79	-56.16%	24
35448	Levin	Marc	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$30,656.55	-\$53,343.45	-59.12%	25
35448	Fuller	Reynaldo	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$30,187.79	-\$53,812.21	-59.75%	26
35448	Perkins	Ted	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$30,162.61	-\$53,837.39	-59.78%	27
35448	Quirke	Andrew	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$27,785.28	-\$56,214.72	-62.95%	28
35448	Kaser	Brian	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$27,299.35	-\$56,700.65	-63.60%	29
35448	Franek	Amy	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$27,135.18	-\$56,864.82	-63.82%	30
35448	Nielsen	Jamie	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$25,849.78	-\$58,150.22	-65.53%	31
35448	Dickow	Bradley	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$25,495.80	-\$58,504.20	-66.01%	32
35448	Aiello	Anthony	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$25,206.93	-\$58,793.07	-66.39%	33
35448	Stuteville	Jerry	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$25,206.93	-\$58,793.07	-66.39%	34
35448	Anderson	Lance	Medium Large Business	West	NA	\$117,000.00	\$131,039.99	\$38,358.09	-\$92,681.90	-67.22%	35
35448	Morris	Sean	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$21,770.96	-\$62,229.04	-70.97%	36
35448	Owusu	Phillip	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$20,916.69	-\$63,083.31	-72.11%	37
35448	Mallon	Daniel	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$20,907.88	-\$63,092.12	-72.12%	38
35448	Fistler	Daniel	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$20,438.04	-\$63,561.96	-72.75%	39
35448	Olker	Paige	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$19,247.50	-\$64,752.50	-74.34%	40
35448	Witry	Caitlin	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$18,317.94	-\$65,682.06	-75.58%	41
35448	Johnson	Ted	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$16,243.62	-\$67,756.38	-78.34%	42
35448	Truong	Michael	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$15,480.58	-\$68,519.42	-79.36%	43
35448	Proper	Christopher	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$15,017.80	-\$68,982.20	-79.98%	44
35448	Arias	Angelica	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$14,802.45	-\$69,197.55	-80.26%	45
35448	Gentile	Matthew	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$14,599.76	-\$69,400.24	-80.53%	46
35448	Eshoo	Gregory	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$14,452.46	-\$69,547.54	-80.73%	47
35448	Carrougher	Erin	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$13,305.48	-\$70,694.52	-82.26%	48
35448	Kent	William	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$12,805.81	-\$71,194.19	-82.93%	49
35448	Woolsey	Sam	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$12,735.19	-\$71,264.81	-83.02%	50
35448	Wennstrom	Christopher	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$12,517.49	-\$71,482.51	-83.31%	51
35448	Ream	Jason	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$12,500.83	-\$71,499.17	-83.33%	52
35448	Goodwin	Joseph	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$12,345.37	-\$71,654.63	-83.54%	53
35448	Burke	Michael	Medium Large Business	West	73+	\$124,280.78	\$139,194.47	\$19,943.37	-\$119,251.10	-83.95%	54
35448	McKnabb	Sean	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$12,008.47	-\$71,991.53	-83.99%	55

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Garcia	Amanda	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$12,004.49	-\$71,995.51	-83.99%	56
35448	Ugale	Holly	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$10,403.90	-\$73,596.10	-86.13%	57
35448	Hasler	Kyle	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$10,064.83	-\$73,935.17	-86.58%	58
35448	Lang	Ronald	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$9,926.94	-\$74,073.06	-86.76%	59
35448	Gotsis	Gregg	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$9,820.74	-\$74,179.26	-86.91%	60
35448	Valencia	Roth	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$9,171.77	-\$74,828.23	-87.77%	61
35448	Foley	Carli	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$9,112.92	-\$74,887.08	-87.85%	62
35448	Garellick	Ted	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$8,405.39	-\$75,594.61	-88.79%	63
35448	McCrary	Colleen	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$7,931.42	-\$76,068.58	-89.42%	64
35448	Magdelain	Richard	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$7,719.46	-\$76,280.54	-89.71%	65
35448	Hogan	Paul	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$7,312.50	-\$76,687.50	-90.25%	66
35448	Eckert	James	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$7,312.50	-\$76,687.50	-90.25%	67
35448	Pioquinto	Francis	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$6,408.70	-\$77,591.30	-91.46%	68
35448	Weir	Devin	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$5,904.55	-\$78,095.45	-92.13%	69
35448	Bach	Ian	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$5,721.09	-\$78,278.91	-92.37%	70
35448	Godowic	Daniel	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$5,234.83	-\$78,765.17	-93.02%	71
35448	Bocchini	Mark	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$5,093.89	-\$78,906.11	-93.21%	72
35448	Marzano	Anthony	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$4,451.09	-\$79,548.91	-94.07%	73
35448	Callahan	Brittney	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$4,383.81	-\$79,616.19	-94.15%	74
35448	Todd	Luke	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$4,229.93	-\$79,770.07	-94.36%	75
35448	Greenberg	Jason	Medium Large Business	West	73+	\$92,458.19	\$103,553.17	\$5,064.46	-\$98,488.71	-94.52%	76
35448	Padilla	Jason	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$3,921.70	-\$80,078.30	-94.77%	77
35448	Carrouger	Scott	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$3,810.96	-\$80,189.04	-94.92%	78
35448	Cronin	Anna	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$3,720.14	-\$80,279.86	-95.04%	79
35448	Gibson	Andrew	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$3,477.95	-\$80,522.05	-95.36%	80
35448	Magrogan	Patrick	Medium Large Business	West	73+	\$149,562.97	\$167,510.53	\$6,850.51	-\$160,660.02	-95.42%	81
35448	Breiner	Jeff	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$3,333.07	-\$80,666.93	-95.56%	82
35448	Crawford	Curtis	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$3,324.43	-\$80,675.57	-95.57%	83
35448	Tibbs	Ryan	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$3,149.85	-\$80,850.15	-95.80%	84
35448	Pappas	Lida	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$3,149.85	-\$80,850.15	-95.80%	85
35448	McCarl	David	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$3,128.76	-\$80,871.24	-95.83%	86
35448	Graham	Glenn	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$3,073.73	-\$80,926.27	-95.90%	87
35448	Kaye	Jason	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$2,878.46	-\$81,121.54	-96.16%	88
35448	Lee	Joseph	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$2,341.11	-\$81,658.89	-96.88%	89
35448	Ramirez	William	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$2,213.55	-\$81,786.45	-97.05%	90
35448	White	Jason	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$2,114.73	-\$81,885.27	-97.18%	91
35448	Hudson	Spencer	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$1,986.54	-\$82,013.46	-97.35%	92
35448	Salomon	Caldwell	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$1,654.73	-\$82,345.27	-97.79%	93
35448	Devine	Molly	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$1,621.99	-\$82,378.01	-97.84%	94
35448	Fernandez	Thomas	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$1,420.06	-\$82,579.94	-98.11%	95
35448	Diaz	Luis	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$1,399.71	-\$82,600.29	-98.13%	96
35448	McGinley	Chloe	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$1,338.53	-\$82,661.47	-98.22%	97
35448	Ballin	Shawn	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$1,307.50	-\$82,692.50	-98.26%	98
35448	Wesseler	Ryan	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$1,278.86	-\$82,721.14	-98.29%	99
35448	Bonner	Julianne	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$1,278.86	-\$82,721.14	-98.29%	100
35448	Corral	Eduardo	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$1,236.72	-\$82,763.28	-98.35%	101

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Nichols	Toni	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$1,229.28	-\$82,770.72	-98.36%	102
35448	Walsh	Daniel	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$991.20	-\$83,008.80	-98.68%	103
35448	Twardzik	Daniel	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$975.94	-\$83,024.06	-98.70%	104
35448	Clow Jr.	Robert	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$956.43	-\$83,043.57	-98.72%	105
35448	Keaton	Mikaila	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$939.91	-\$83,060.09	-98.75%	106
35448	Bowe	Patrick	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$823.55	-\$83,176.45	-98.90%	107
35448	McHale	Elizabeth	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$805.61	-\$83,194.39	-98.93%	108
35448	Vipond	Clayton	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$777.03	-\$83,222.97	-98.96%	109
35448	Fleming	Mike	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$666.00	-\$83,334.00	-99.11%	110
35448	Anderson	Patrick	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$582.51	-\$83,417.49	-99.22%	111
35448	Rios	Daniel	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$494.57	-\$83,505.43	-99.34%	112
35448	Beaubien	Sean	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$392.10	-\$83,607.90	-99.48%	113
35448	Albin	Adam	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$382.56	-\$83,617.44	-99.49%	114
35448	Harris	Dylan	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$285.00	-\$83,715.00	-99.62%	115
35448	Liakas	David	Medium Large Business	West	NA	\$75,000.00	\$84,000.00	\$285.00	-\$83,715.00	-99.62%	116
35448	Parker	Micah	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$261.24	-\$83,738.76	-99.65%	117
35448	Sievers	Nicole	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$155.70	-\$83,844.30	-99.79%	118
35448	Flaherty	Jason	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$288,429.93	\$204,429.93	284.57%	1
35448	Pulak	Robert	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$287,882.61	\$203,882.61	283.84%	2
35448	McGrane	Kevin	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$190,612.70	\$106,612.70	154.15%	3
35448	Fisher	Matthew	Medium Large Business	Verticals	73+	\$87,581.99	\$98,091.83	\$93,001.37	-\$5,090.46	6.19%	4
35448	Osberg	Adam	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$73,968.31	-\$10,031.69	-1.38%	5
35448	Kann	Adam	Medium Large Business	Verticals	73+	\$135,885.44	\$152,191.69	\$132,238.47	-\$19,953.22	-2.68%	6
35448	Schnake	Jason	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$59,088.45	-\$24,911.55	-21.22%	7
35448	Carson	Gordon	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$53,350.00	-\$30,650.00	-28.87%	8
35448	Batastini	Angela	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$49,657.65	-\$34,342.35	-33.79%	9
35448	Miller	Max	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$45,301.30	-\$38,698.70	-39.60%	10
35448	Cooke	Zachary	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$43,925.73	-\$40,074.27	-41.43%	11
35448	Simon	Rob	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$41,481.11	-\$42,518.89	-44.69%	12
35448	Elloian	Gregory	Medium Large Business	Verticals	73+	\$79,375.00	\$88,900.00	\$42,837.14	-\$46,062.86	-46.03%	13
35448	Audy	Michael	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$40,360.41	-\$43,639.59	-46.19%	14
35448	Reynolds	Kevin	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$40,360.41	-\$43,639.59	-46.19%	15
35448	Webster	Marci	Medium Large Business	Verticals	73+	\$110,133.21	\$123,349.20	\$56,663.29	-\$66,685.91	-48.55%	16
35448	Arbanas	Michael	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$37,380.62	-\$46,619.38	-50.16%	17
35448	Geiser	Maria	Medium Large Business	Verticals	73+	\$323,118.56	\$361,892.78	\$148,997.97	-\$212,894.81	-53.89%	18
35448	Hagwell	Timothy	Medium Large Business	Verticals	73+	\$311,357.58	\$348,720.49	\$142,533.10	-\$206,187.39	-54.22%	19
35448	Sunderbruch	Ryan	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$33,579.94	-\$50,420.06	-55.23%	20
35448	Cerwin	Pete	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$33,195.71	-\$50,804.29	-55.74%	21
35448	Gallagher	Robert	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$28,409.86	-\$55,590.14	-62.12%	22
35448	Vaidya	Sandeep	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$27,727.37	-\$56,272.63	-63.03%	23
35448	Sagowitz	Rachel	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$23,295.71	-\$60,704.29	-68.94%	24
35448	Wilcox	Matthew	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$23,053.69	-\$60,946.31	-69.26%	25
35448	Madan	Nicholas	Medium Large Business	Verticals	73+	\$424,229.68	\$475,137.24	\$123,194.65	-\$351,942.59	-70.96%	26
35448	Williamson	Michael	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$21,048.25	-\$62,951.75	-71.94%	27
35448	Dickman	Sarah	Medium Large Business	Verticals	49-72	\$505,858.17	\$566,561.16	\$141,481.96	-\$425,079.20	-72.03%	28
35448	Perreca	Stefan	Medium Large Business	Verticals	73+	\$2,551,538.99	\$2,857,723.67	\$671,411.41	-\$2,186,312.26	-73.69%	29

## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Hunter	Jonathan	Medium Large Business	Verticals	73+	\$2,551,538.99	\$2,857,723.67	\$671,411.41	-\$2,186,312.26	-73.69%	30
35448	King	Alec	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$18,373.40	-\$65,626.60	-75.50%	31
35448	Williams	Matthew	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$17,836.66	-\$66,163.34	-76.22%	32
35448	Brooks	Edward	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$17,827.68	-\$66,172.32	-76.23%	33
35448	Osacky	Amanda	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$17,777.61	-\$66,222.39	-76.30%	34
35448	Husarik	Stephen	Medium Large Business	Verticals	73+	\$345,049.96	\$386,455.96	\$78,409.14	-\$308,046.82	-77.28%	35
35448	Anaya	Letticia	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$15,367.94	-\$68,632.06	-79.51%	36
35448	Espana	Alexandro	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$15,170.91	-\$68,829.09	-79.77%	37
35448	Salop	Mark	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$12,709.98	-\$71,290.02	-83.05%	38
35448	Besana	Francis	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$12,018.32	-\$71,981.68	-83.98%	39
35448	Urban	Joshua	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$11,267.30	-\$72,732.70	-84.98%	40
35448	Bratthauar	James	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$10,933.45	-\$73,066.55	-85.42%	41
35448	McCarthy	Jack	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$10,692.15	-\$73,307.85	-85.74%	42
35448	Zimmer	Brad	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$10,577.49	-\$73,422.51	-85.90%	43
35448	Gaimari	Paul	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$10,557.24	-\$73,442.76	-85.92%	44
35448	Cummings	James	Medium Large Business	Verticals	73+	\$155,276.87	\$173,910.09	\$20,008.87	-\$153,901.22	-87.11%	45
35448	DeForest	Ethan	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$9,227.37	-\$74,772.63	-87.70%	46
35448	Thakkar	Ritesh	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$9,155.49	-\$74,844.51	-87.79%	47
35448	Bradley	Daniel	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$8,668.20	-\$75,331.80	-88.44%	48
35448	Gentzen	Shane	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$8,110.41	-\$75,889.59	-89.19%	49
35448	Lichner	Timothy	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$8,110.41	-\$75,889.59	-89.19%	50
35448	Snyder	Drew	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$7,890.32	-\$76,109.68	-89.48%	51
35448	Atchison	Brittany	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$7,802.44	-\$76,197.56	-89.60%	52
35448	Brass	Oliver	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$7,674.86	-\$76,325.14	-89.77%	53
35448	Heath	Samantha	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$7,560.00	-\$76,440.00	-89.92%	54
35448	Thomas	Basilios	Medium Large Business	Verticals	NA	\$75,000.00	\$84,000.00	\$7,409.39	-\$76,590.61	-90.12%	55
35448	Leverett	Lauren	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$6,866.04	-\$77,133.96	-90.85%	56
35448	Spellman	Sean	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$6,791.56	-\$77,208.44	-90.94%	57
35448	Bailey	Asheley	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$6,771.57	-\$77,228.43	-90.97%	58
35448	Vandermark	Samuel	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$6,720.72	-\$77,279.28	-91.04%	59
35448	Walton	Christian	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$6,656.06	-\$77,343.94	-91.13%	60
35448	Keller	Lucas	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$6,210.42	-\$77,789.58	-91.72%	61
35448	Potalivo	Lauren	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$5,925.87	-\$78,074.13	-92.10%	62
35448	Maggio	Peter	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$5,765.05	-\$78,234.95	-92.31%	63
35448	Collins	Michael	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$5,493.88	-\$78,506.12	-92.67%	64
35448	Schmitt	David	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$5,320.49	-\$78,679.51	-92.91%	65
35448	Dieter	Thurman	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$5,128.36	-\$78,871.64	-93.16%	66
35448	Zaky	Waleed	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,986.27	-\$79,013.73	-93.35%	67
35448	Alanguilan	Voltaire	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$4,776.95	-\$79,223.05	-93.63%	68
35448	Harte	Patrick	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$4,776.95	-\$79,223.05	-93.63%	69
35448	Walker	Brendan	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,476.68	-\$79,523.32	-94.03%	70
35448	Lewandowski	Christopher	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$4,476.52	-\$79,523.48	-94.03%	71
35448	Temes	Anthony	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$4,476.52	-\$79,523.48	-94.03%	72
35448	Iwaniec	Michael	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,436.35	-\$79,563.65	-94.08%	73
35448	Ladd	John	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,342.88	-\$79,657.12	-94.21%	74
35448	Pilcher	Ryan	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$4,261.46	-\$79,738.54	-94.32%	75



## Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
35448	Sahlin	Ryan	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,203.72	-\$79,796.28	-94.40%	76
35448	Durrani	Saima	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,153.04	-\$79,846.96	-94.46%	77
35448	DiGrazia	Michael	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$4,111.02	-\$79,888.98	-94.52%	78
35448	Chionis	Dan	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$3,848.17	-\$80,151.83	-94.87%	79
35448	Gabriel	Anthony	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$3,840.36	-\$80,159.64	-94.88%	80
35448	Alade	Oluwafoyinsayemi	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$3,612.84	-\$80,387.16	-95.18%	81
35448	Brnilovich	David	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$3,610.52	-\$80,389.48	-95.19%	82
35448	Trubiano	Miranda	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$3,500.06	-\$80,499.94	-95.33%	83
35448	Lee	Steven	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$3,320.74	-\$80,679.26	-95.57%	84
35448	Glover	Christopher	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$3,320.74	-\$80,679.26	-95.57%	85
35448	Robinson	Duquan	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$2,927.54	-\$81,072.46	-96.10%	86
35448	Hidalgo	Constantine	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$2,892.33	-\$81,107.67	-96.14%	87
35448	Hensler	Nicholas	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$2,815.25	-\$81,184.75	-96.25%	88
35448	Verne	Jake	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$2,605.43	-\$81,394.57	-96.53%	89
35448	Bradshaw	William	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$2,521.99	-\$81,478.01	-96.64%	90
35448	Kudron	Jeffrey	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$2,470.96	-\$81,529.04	-96.71%	91
35448	Bischoff	Wesley	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$2,442.52	-\$81,557.48	-96.74%	92
35448	Weaver	Jordan	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$2,388.01	-\$81,611.99	-96.82%	93
35448	Auqui	Alexander	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$2,079.67	-\$81,920.33	-97.23%	94
35448	Rawal	Kaushal	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$1,890.00	-\$82,110.00	-97.48%	95
35448	Buenik	Daniel	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$1,885.65	-\$82,114.35	-97.49%	96
35448	Kanlic	Alen	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$1,768.02	-\$82,231.98	-97.64%	97
35448	Galanti	Anthony	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$1,682.99	-\$82,317.01	-97.76%	98
35448	Pritchard	Daniel	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$1,619.61	-\$82,380.39	-97.84%	99
35448	Maxey	Lauren	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$1,608.32	-\$82,391.68	-97.86%	100
35448	Cramer	Haydn	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$1,516.08	-\$82,483.92	-97.98%	101
35448	Beresid	Danielle	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$1,351.39	-\$82,648.61	-98.20%	102
35448	Galant	Ryan	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$1,263.35	-\$82,736.65	-98.32%	103
35448	Dugan	Houston	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$1,156.99	-\$82,843.01	-98.46%	104
35448	Jensen	Ashley	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$1,105.21	-\$82,894.79	-98.53%	105
35448	Shwachman	Danielle	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$827.89	-\$83,172.11	-98.90%	106
35448	Borre	Mathew	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$685.00	-\$83,315.00	-99.09%	107
35448	Cashen	Ethan	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$674.48	-\$83,325.52	-99.10%	108
35448	Marsh	Emily	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$104.74	-\$83,895.26	-99.86%	109