

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Cardamone	Paul	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$128,443.71	\$44,443.71	71.26%	1
28167	Feinholz	Robert	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$124,133.41	\$40,133.41	65.51%	2
28167	Zamin	Melissa	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$98,560.00	\$14,560.00	31.41%	3
28167	Queeney	Sean	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$88,675.00	\$4,675.00	18.23%	4
28167	Maglione	Matthew	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$88,000.00	\$4,000.00	17.33%	5
28167	Chlupsa	Robert	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$72,951.49	-\$11,048.51	-2.73%	6
28167	Miller	Ryan	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$66,000.00	-\$18,000.00	-12.00%	7
28167	O'Malley	Marissa	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$65,260.94	-\$18,739.06	-12.99%	8
28167	Chennikkara	Hansen	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$63,954.82	-\$20,045.18	-14.73%	9
28167	Lindberg	Justin	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$53,611.52	-\$30,388.48	-28.52%	10
28167	Johnson	Brett	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$47,899.94	-\$36,100.06	-36.13%	11
28167	Hightower	Sean	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$38,999.64	-\$45,000.36	-48.00%	12
28167	Davis	Tyler	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$36,670.00	-\$47,330.00	-51.11%	13
28167	Wegen	Kristine	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$35,942.86	-\$48,057.14	-52.08%	14
28167	Sharkis	Ralph	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$33,913.67	-\$50,086.33	-54.78%	15
28167	Hillebrand	James	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$32,945.22	-\$51,054.78	-56.07%	16
28167	Punwani	Sonjay	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$28,072.31	-\$55,927.69	-62.57%	17
28167	Grap	Eric	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$27,894.29	-\$56,105.71	-62.81%	18
28167	Pichotta	Susan	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$27,415.31	-\$56,584.69	-63.45%	19
28167	Swartz	Amanda	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$25,413.89	-\$58,586.11	-66.11%	20
28167	Lipford	Christopher	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$22,119.00	-\$61,881.00	-70.51%	21
28167	Blake	Matthew	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$19,372.85	-\$64,627.15	-74.17%	22
28167	Stanko	Kyle	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$18,312.81	-\$65,687.19	-75.58%	23
28167	Williams	Jonathan	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$17,127.82	-\$66,872.18	-77.16%	24
28167	Atraje	Christopher	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$14,560.64	-\$69,439.36	-80.59%	25
28167	Leonzo	Robert	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$12,549.50	-\$71,450.50	-83.27%	26
28167	Lodovico	Danielle	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$11,562.61	-\$72,437.39	-84.58%	27
28167	Prestiano	John	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$11,242.00	-\$72,758.00	-85.01%	28
28167	O'Connor	Kevin	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$11,017.26	-\$72,982.74	-85.31%	29
28167	Eisfelder	Matthew	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$10,739.00	-\$73,261.00	-85.68%	30
28167	Green	Justin	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$10,495.05	-\$73,504.95	-86.01%	31
28167	Srivastava	Mayank	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$10,434.69	-\$73,565.31	-86.09%	32
28167	Huffington	Mitchell	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$9,890.20	-\$74,109.80	-86.81%	33
28167	Carpen	Christopher	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$9,326.00	-\$74,674.00	-87.57%	34
28167	Holmquist	Andrew	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$9,277.80	-\$74,722.20	-87.63%	35
28167	Sacks	Aric	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$9,257.03	-\$74,742.97	-87.66%	36
28167	Leshner	Jonathan	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$8,999.00	-\$75,001.00	-88.00%	37
28167	Wilson	John	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$8,963.58	-\$75,036.42	-88.05%	38
28167	Riccio	Alfredo	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$8,415.86	-\$75,584.14	-88.78%	39
28167	Celotto	Charlie	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$8,305.42	-\$75,694.58	-88.93%	40
28167	Khalili	Seyed	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$6,995.00	-\$77,005.00	-90.67%	41
28167	Rietema	Michelle	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,495.00	-\$80,505.00	-90.68%	42
28167	Hochschild	Maria Janina	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$3,495.00	-\$80,505.00	-90.68%	42
28167	Albertson	Matthew	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$6,990.00	-\$77,010.00	-90.68%	43
28167	Simonetti	Nicholas	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$6,592.18	-\$77,407.82	-91.21%	44

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Paras	Andrew	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$6,526.42	-\$77,473.58	-91.30%	45
28167	Meier	Michael	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$6,427.54	-\$77,572.46	-91.43%	46
28167	Khoeun	Sophoan	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$6,332.99	-\$77,667.01	-91.56%	47
28167	Farrell	Wesley	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$5,728.16	-\$78,271.84	-92.36%	48
28167	Somers	Rachel	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$5,669.37	-\$78,330.63	-92.44%	49
28167	Pollack	Christopher	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$5,664.88	-\$78,335.12	-92.45%	50
28167	Shearman	Kyle	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$5,601.82	-\$78,398.18	-92.53%	51
28167	Parvis	Ryan	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$5,571.52	-\$78,428.48	-92.57%	52
28167	Bajc	Michael	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$5,146.97	-\$78,853.03	-93.14%	53
28167	Wines	Leigh	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$4,681.92	-\$79,318.08	-93.76%	54
28167	Eick	Ryan	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$4,681.92	-\$79,318.08	-93.76%	55
28167	Scarcella	Anthony	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$4,482.47	-\$79,517.53	-94.02%	56
28167	Moylan	Mallory	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$4,320.54	-\$79,679.46	-94.24%	57
28167	Walczak	David	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$4,249.98	-\$79,750.02	-94.33%	58
28167	Joseph	Ethan	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$4,248.83	-\$79,751.17	-94.33%	59
28167	Parkins	James	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$4,046.24	-\$79,953.76	-94.61%	60
28167	Krylov	Oleg	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,956.26	-\$80,043.74	-94.72%	61
28167	Knodle	Andrew	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$3,920.17	-\$80,079.83	-94.77%	62
28167	Reynolds	Nathan	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,902.20	-\$80,097.80	-94.80%	63
28167	Grempla Jr	Stephen	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,886.04	-\$80,113.96	-94.82%	64
28167	Pacleb	Angelica	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$3,803.37	-\$80,196.63	-94.93%	65
28167	Girardini	Elizabeth	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,644.13	-\$80,355.87	-95.14%	66
28167	Chambers	Caleb	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,577.45	-\$80,422.55	-95.23%	67
28167	Stephany	Matthew	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,505.41	-\$80,494.59	-95.33%	68
28167	Allen	Jeremy	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$3,396.02	-\$80,603.98	-95.47%	69
28167	Allain	Richard	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$3,339.63	-\$80,660.37	-95.55%	70
28167	Antonucci	Matt	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$3,339.63	-\$80,660.37	-95.55%	71
28167	Dore	Garrett	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$3,319.83	-\$80,680.17	-95.57%	72
28167	Neuman	Melissa	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$3,210.19	-\$80,789.81	-95.72%	73
28167	Huffman	Bradley	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,209.75	-\$80,790.25	-95.72%	74
28167	Cimino	Jason	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$3,208.00	-\$80,792.00	-95.72%	75
28167	Duprey	Emmery	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,061.23	-\$80,938.77	-95.92%	76
28167	Reynolds	Joseph	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$3,022.79	-\$80,977.21	-95.97%	77
28167	Fiore	Stephen	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$3,017.83	-\$80,982.17	-95.98%	78
28167	Zingler	Christopher	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$3,015.42	-\$80,984.58	-95.98%	79
28167	Glans	Elizabeth	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$3,000.00	-\$81,000.00	-96.00%	80
28167	Nota	Kevin	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$2,614.00	-\$81,386.00	-96.51%	81
28167	Stout	Mark	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$2,522.49	-\$81,477.51	-96.64%	82
28167	Stevens	Jordan	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$2,498.84	-\$81,501.16	-96.67%	83
28167	Jach	Andrew	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$2,418.10	-\$81,581.90	-96.78%	84
28167	Garland	KiAundre	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$2,402.78	-\$81,597.22	-96.80%	85
28167	Kucinic	Daniel	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$2,284.41	-\$81,715.59	-96.95%	86
28167	Gambardella	Dana	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$2,199.00	-\$81,801.00	-97.07%	87
28167	Emde	Tyler	Education Channel	12 Directors	49-72	\$75,000.00	\$84,000.00	\$2,180.03	-\$81,819.97	-97.09%	88
28167	Brubaker	Morgan	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$2,133.03	-\$81,866.97	-97.16%	89

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Villa	Juan	Education Channel	Higher Education Director	49-72	\$75,000.00	\$84,000.00	\$2,111.04	-\$81,888.96	-97.19%	90
28167	Creegan	Michael	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$2,089.05	-\$81,910.95	-97.21%	91
28167	McMahon	Kevin	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,909.00	-\$82,091.00	-97.45%	92
28167	Hart	John	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,759.50	-\$82,240.50	-97.65%	93
28167	Sorrentino	Raymond	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$1,300.00	-\$82,700.00	-98.27%	94
28167	Cooley	Tyler	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$1,181.79	-\$82,818.21	-98.42%	95
28167	Mangan	Martin	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$1,181.79	-\$82,818.21	-98.42%	96
28167	Allen	James	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$1,145.42	-\$82,854.58	-98.47%	97
28167	Lee	James	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$1,100.00	-\$82,900.00	-98.53%	98
28167	Digiacomio	Marie	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$1,081.48	-\$82,918.52	-98.56%	99
28167	Althoff	Eric	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$940.00	-\$83,060.00	-98.75%	100
28167	Chiesa	Michael	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$940.00	-\$83,060.00	-98.75%	101
28167	Guerrero	Leah	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$739.96	-\$83,260.04	-99.01%	102
28167	Talbot	Michael	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$614.40	-\$83,385.60	-99.18%	103
28167	Cisse	Abdoulaye	Education Channel	12 Directors	0-24	\$75,000.00	\$84,000.00	\$601.72	-\$83,398.28	-99.20%	104
28167	Calvin	Ryan	Education Channel	Higher Education Director	25-48	\$75,000.00	\$84,000.00	\$582.93	-\$83,417.07	-99.22%	105
28167	Esteves	Jorge	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$444.10	-\$83,555.90	-99.41%	106
28167	Arteaga	Isaiah	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$444.10	-\$83,555.90	-99.41%	107
28167	Bania	Angela	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$420.63	-\$83,579.37	-99.44%	108
28167	O'Callaghan	T. Brian	Education Channel	Higher Education Director	73+	\$75,000.00	\$84,000.00	\$280.42	-\$83,719.58	-99.63%	109
28167	Miller	Jason	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$229.08	-\$83,770.92	-99.69%	110
28167	Romero	Austin	Education Channel	12 Directors	25-48	\$75,000.00	\$84,000.00	\$195.50	-\$83,804.50	-99.74%	111
28167	Smith	Margaret	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$102.04	-\$83,897.96	-99.86%	112
28167	Moore	Douglas	Education Channel	12 Directors	73+	\$75,000.00	\$84,000.00	\$60.64	-\$83,939.36	-99.92%	113
28167	Medawar	Thomas	Education Channel	Higher Education Director	0-24	\$75,000.00	\$84,000.00	\$0.00	-\$84,000.00	-100.00%	114
28167	Harrington	Mark	Federal Channel	Department of Defense	73+	\$146,232.00	\$163,779.84	\$4,655,284.79	\$4,491,504.95	3083.49%	1
28167	Lawson	Paul	Federal Channel	Department of Defense	49-72	\$146,232.00	\$163,779.84	\$4,655,284.79	\$4,491,504.95	3083.49%	2
28167	Hager	Samuel	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$2,281,050.00	\$2,197,050.00	2941.40%	3
28167	Dobner	Nichol	Federal Channel	Department of Defense	25-48	\$75,000.00	\$84,000.00	\$1,269,623.15	\$1,185,623.15	1592.83%	4
28167	Husar	Ashland	Federal Channel	Civilian	73+	\$168,336.24	\$188,536.59	\$865,557.09	\$677,020.50	414.18%	5
28167	Garcia	Joseph	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$276,577.50	\$192,577.50	268.77%	6
28167	Dubuc	Matthew	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$276,577.50	\$192,577.50	268.77%	7
28167	Creasy	Bryan	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$204,763.77	\$120,763.77	173.02%	8
28167	Axton	Todd	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$170,073.64	\$86,073.64	126.76%	9
28167	Falck	Eric	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$116,669.20	\$32,669.20	55.56%	10
28167	Eppers	Thomas	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$108,319.63	\$24,319.63	44.43%	11
28167	Wippich	Jason	Federal Channel	Civilian	49-72	\$75,000.00	\$84,000.00	\$85,771.61	\$1,771.61	14.36%	12
28167	Zaribaf	Saman	Federal Channel	Civilian	49-72	\$75,000.00	\$84,000.00	\$83,724.00	-\$276.00	11.63%	13
28167	Dickey Jr	Mark	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$83,531.49	-\$468.51	11.38%	14
28167	Odaini	Klil	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$74,551.40	-\$9,448.60	-0.60%	15
28167	Scott	Aaron	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$69,511.55	-\$14,488.45	-7.32%	16
28167	Kreibich	Elizabeth	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$68,712.00	-\$15,288.00	-8.38%	17
28167	Reyes	Alexander	Federal Channel	Department of Defense	25-48	\$75,000.00	\$84,000.00	\$61,153.60	-\$22,846.40	-18.46%	18
28167	Valdez	Chris	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$61,107.38	-\$22,892.62	-18.52%	19
28167	Keenan	Gregory	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$50,192.49	-\$33,807.51	-33.08%	20

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Rambo	Theodore	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$38,737.20	-\$45,262.80	-48.35%	21
28167	Boothe	Adam	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$27,054.99	-\$56,945.01	-63.93%	22
28167	Temkin	Jordan	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$26,180.05	-\$57,819.95	-65.09%	23
28167	Thomas	Bradley	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$26,180.05	-\$57,819.95	-65.09%	24
28167	Castro Cortez	Jose	Federal Channel	Civilian	25-48	\$75,000.00	\$84,000.00	\$25,399.28	-\$58,600.72	-66.13%	25
28167	Deltufo	Michael	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$24,713.48	-\$59,286.52	-67.05%	26
28167	Dieschbourg	Sofie	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$24,713.48	-\$59,286.52	-67.05%	27
28167	Lottig	Robert	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$18,645.56	-\$65,354.44	-75.14%	28
28167	Wann	Rebecca	Federal Channel	Civilian	0-24	\$75,000.00	\$84,000.00	\$17,962.41	-\$66,037.59	-76.05%	29
28167	Buckley	Brian	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$13,606.48	-\$70,393.52	-81.86%	30
28167	Cahill	Kevin	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$9,104.89	-\$74,895.11	-87.86%	31
28167	Reid	Arianne	Federal Channel	Civilian	49-72	\$75,000.00	\$84,000.00	\$8,612.80	-\$75,387.20	-88.52%	32
28167	Seskes	Joshua	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$7,899.90	-\$76,100.10	-89.47%	33
28167	Llantino	Michael	Federal Channel	Department of Defense	25-48	\$75,000.00	\$84,000.00	\$6,784.24	-\$77,215.76	-90.95%	34
28167	Breckon	Dallas	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$6,066.00	-\$77,934.00	-91.91%	35
28167	Fu	Edward	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$5,634.00	-\$78,366.00	-92.49%	36
28167	Sopko	Eric	Federal Channel	Civilian	0-24	\$75,000.00	\$84,000.00	\$5,266.61	-\$78,733.39	-92.98%	37
28167	Rivera	George	Federal Channel	Department of Defense	25-48	\$75,000.00	\$84,000.00	\$4,854.84	-\$79,145.16	-93.53%	38
28167	Greenberg	Kevin	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$4,365.26	-\$79,634.74	-94.18%	39
28167	Crawford	Charles	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$3,597.89	-\$80,402.11	-95.20%	40
28167	Petruncio	John	Federal Channel	Civilian	25-48	\$75,000.00	\$84,000.00	\$2,835.34	-\$81,164.66	-96.22%	41
28167	Bari	Rachel	Federal Channel	Civilian	0-24	\$75,000.00	\$84,000.00	\$2,222.10	-\$81,777.90	-97.04%	42
28167	Goss	Lyman	Federal Channel	Department of Defense	73+	\$75,000.00	\$84,000.00	\$2,133.03	-\$81,866.97	-97.16%	43
28167	House	Harrison	Federal Channel	Civilian	0-24	\$75,000.00	\$84,000.00	\$2,071.72	-\$81,928.28	-97.24%	44
28167	Delis	Christian	Federal Channel	Civilian	0-24	\$75,000.00	\$84,000.00	\$751.50	-\$83,248.50	-99.00%	45
28167	Chin	Matthew	Federal Channel	Civilian	73+	\$75,000.00	\$84,000.00	\$697.52	-\$83,302.48	-99.07%	46
28167	Cornell	Joshua	Federal Channel	Civilian	49-72	\$75,000.00	\$84,000.00	\$385.04	-\$83,614.96	-99.49%	47
28167	Banville	Christopher	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$49.20	-\$83,950.80	-99.93%	48
28167	Fausser	Corey	Federal Channel	Civilian	49-72	\$75,000.00	\$84,000.00	\$29.62	-\$83,970.38	-99.96%	49
28167	Piette	Megan	Federal Channel	Department of Defense	49-72	\$75,000.00	\$84,000.00	\$24.60	-\$83,975.40	-99.97%	50
28167	Corneil	Kristofer	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$393,765.95	\$309,765.95	425.02%	1
28167	Doyle	Troy	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$142,676.57	\$58,676.57	90.24%	2
28167	Von Bargaen	Jason	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$126,485.57	\$42,485.57	68.65%	3
28167	Matariyeh	Eiad	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$122,550.46	\$38,550.46	63.40%	4
28167	Cook	Bryan	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$110,735.22	\$26,735.22	47.65%	5
28167	Williams	Rick	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$110,252.50	\$26,252.50	47.00%	6
28167	Martin	Patrick	Healthcare	Healthcare East	73+	\$83,426.79	\$93,438.01	\$118,464.26	\$25,026.25	42.00%	7
28167	Lafferty	Todd	Healthcare	Healthcare East	73+	\$83,426.79	\$93,438.01	\$118,464.26	\$25,026.25	42.00%	8
28167	Monte	Steven	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$85,687.03	\$1,687.03	14.25%	9
28167	Kelley	Darius	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$72,880.62	-\$11,119.38	-2.83%	10
28167	Patel	Shishir	Healthcare	Healthcare West	73+	\$132,280.45	\$148,154.10	\$126,731.01	-\$21,423.09	-4.20%	11
28167	Brown	Scott	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$59,397.00	-\$24,603.00	-20.80%	12
28167	Cowan	Craig	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$57,056.21	-\$26,943.79	-23.93%	13
28167	Prisco	Jamie	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$54,620.07	-\$29,379.93	-27.17%	14
28167	Foglesong	Kevin	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$51,024.91	-\$32,975.09	-31.97%	15

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	MacDonald	Justin	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$49,318.70	-\$34,681.30	-34.24%	16
28167	Yoo	James	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$47,677.24	-\$36,322.76	-36.43%	17
28167	Whartnaby	Michael	Healthcare	Healthcare Central	49-72	\$75,000.00	\$84,000.00	\$47,476.80	-\$36,523.20	-36.70%	18
28167	Stickelmaier	Joseph	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$41,410.08	-\$42,589.92	-44.79%	19
28167	Halverson	Mark	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$41,357.13	-\$42,642.87	-44.86%	20
28167	Sperle	John	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$39,286.58	-\$44,713.42	-47.62%	21
28167	Cunningham	Elizabeth	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$37,639.50	-\$46,360.50	-49.81%	22
28167	Garrelts	Marshall	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$31,736.00	-\$52,264.00	-57.69%	23
28167	Schafer	Jeffrey	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$31,167.84	-\$52,832.16	-58.44%	24
28167	Nissen	Kevin	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$24,348.04	-\$59,651.96	-67.54%	25
28167	Chan	Eileen	Healthcare	Healthcare West	49-72	\$75,000.00	\$84,000.00	\$23,876.78	-\$60,123.22	-68.16%	26
28167	Kahn	Jeremy	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$23,025.74	-\$60,974.26	-69.30%	27
28167	Lewis	Angela	Healthcare	Healthcare Central	49-72	\$75,000.00	\$84,000.00	\$21,126.33	-\$62,873.67	-71.83%	28
28167	Sokolow	Jessica	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$20,778.59	-\$63,221.41	-72.30%	29
28167	Wadsworth	Samuel	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$19,824.31	-\$64,175.69	-73.57%	30
28167	Barrett	Justin	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$16,725.00	-\$67,275.00	-77.70%	31
28167	Mervis	Jay	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$14,711.62	-\$69,288.38	-80.38%	32
28167	MALM	ALEXANDER	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$14,318.93	-\$69,681.07	-80.91%	33
28167	Young	Vanessa	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$14,268.01	-\$69,731.99	-80.98%	34
28167	Greene	Adam	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$13,302.18	-\$70,697.82	-82.26%	35
28167	Owsiak	Shannon	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$13,293.77	-\$70,706.23	-82.27%	36
28167	Pieters	Brian	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$11,377.90	-\$72,622.10	-84.83%	37
28167	Wolkoff	Rachel	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$10,792.65	-\$73,207.35	-85.61%	38
28167	Lombardo	Cara	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$10,260.96	-\$73,739.04	-86.32%	39
28167	Koehler	Scott	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$10,260.08	-\$73,739.92	-86.32%	40
28167	Glefke	Christopher	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$10,260.08	-\$73,739.92	-86.32%	41
28167	Campagni	Brian	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$9,807.78	-\$74,192.22	-86.92%	42
28167	Skuble	Derek	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$9,552.05	-\$74,447.95	-87.26%	43
28167	Fitzgerald	Brian	Healthcare	Healthcare West	0-24	\$75,000.00	\$84,000.00	\$9,320.68	-\$74,679.32	-87.57%	44
28167	Leone	Margaret	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$8,975.02	-\$75,024.98	-88.03%	45
28167	Ferrin	Nicholas	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$8,964.16	-\$75,035.84	-88.05%	46
28167	Mueller	Jonathan	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$7,697.77	-\$76,302.23	-89.74%	47
28167	Jaeger	Lucas	Healthcare	Healthcare East	49-72	\$75,000.00	\$84,000.00	\$7,435.24	-\$76,564.76	-90.09%	48
28167	Comitor	Adam	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$7,011.75	-\$76,988.25	-90.65%	49
28167	Pawloski	Lauren	Healthcare	Healthcare East	49-72	\$75,000.00	\$84,000.00	\$7,011.75	-\$76,988.25	-90.65%	50
28167	Jasinski	Matthew	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$6,875.53	-\$77,124.47	-90.83%	51
28167	Burgh	Michael	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$6,605.20	-\$77,394.80	-91.19%	52
28167	Digate	Matthew	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$5,990.68	-\$78,009.32	-92.01%	53
28167	Thompson	Bradley	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$5,709.49	-\$78,290.51	-92.39%	54
28167	Shereos	Nicholas	Healthcare	Healthcare Central	0-24	\$75,000.00	\$84,000.00	\$4,956.08	-\$79,043.92	-93.39%	55
28167	Gall	Shawn	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$4,675.53	-\$79,324.47	-93.77%	56
28167	Cairo	Spencer	Healthcare	Healthcare West	25-48	\$75,000.00	\$84,000.00	\$4,632.24	-\$79,367.76	-93.82%	57
28167	George	Timothy	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$4,599.38	-\$79,400.62	-93.87%	58
28167	Delgado	Michael	Healthcare	Healthcare West	0-24	\$75,000.00	\$84,000.00	\$4,538.14	-\$79,461.86	-93.95%	59
28167	Stults	Ryan	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$4,488.74	-\$79,511.26	-94.02%	60

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Latzke	Thomas	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$4,168.16	-\$79,831.84	-94.44%	61
28167	Ceretti	Anthony	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$3,910.42	-\$80,089.58	-94.79%	62
28167	Tryon	Steven	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$3,879.87	-\$80,120.13	-94.83%	63
28167	Eckerman	Christopher	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$3,683.64	-\$80,316.36	-95.09%	64
28167	Lovell	Derek	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$3,563.66	-\$80,436.34	-95.25%	65
28167	Mccallum	Jason	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$3,242.53	-\$80,757.47	-95.68%	66
28167	Swanson	John	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$3,242.53	-\$80,757.47	-95.68%	67
28167	Murray	Megan	Healthcare	Healthcare Central	25-48	\$75,000.00	\$84,000.00	\$3,236.65	-\$80,763.35	-95.68%	68
28167	Mulkeen	Conor	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$2,933.96	-\$81,066.04	-96.09%	69
28167	Howe	Jason	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$2,887.33	-\$81,112.67	-96.15%	70
28167	Leidy	Ryan	Healthcare	Healthcare East	49-72	\$75,000.00	\$84,000.00	\$2,887.33	-\$81,112.67	-96.15%	71
28167	Klabanoff	Richard	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$2,610.92	-\$81,389.08	-96.52%	72
28167	McMahon	Scott	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$2,592.54	-\$81,407.46	-96.54%	73
28167	Heaney	Thomas	Healthcare	Healthcare West	49-72	\$75,000.00	\$84,000.00	\$2,558.59	-\$81,441.41	-96.59%	74
28167	Ivie	Jesse	Healthcare	Healthcare Central	73+	\$75,000.00	\$84,000.00	\$2,392.39	-\$81,607.61	-96.81%	75
28167	Davis	Brian	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$2,391.52	-\$81,608.48	-96.81%	76
28167	Ogden	Colin	Healthcare	Healthcare Central	49-72	\$75,000.00	\$84,000.00	\$2,318.18	-\$81,681.82	-96.91%	77
28167	Doubek	Grace	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$2,261.10	-\$81,738.90	-96.99%	78
28167	Darrow	Evan	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$2,190.00	-\$81,810.00	-97.08%	79
28167	Hill	Douglas	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$2,148.56	-\$81,851.44	-97.14%	80
28167	Hintze	Samantha	Healthcare	Healthcare West	25-48	\$75,000.00	\$84,000.00	\$2,089.00	-\$81,911.00	-97.21%	81
28167	Hume	Holly	Healthcare	Healthcare East	49-72	\$75,000.00	\$84,000.00	\$2,043.31	-\$81,956.69	-97.28%	82
28167	Gladys	Bradley	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$1,976.63	-\$82,023.37	-97.36%	83
28167	Martin	Michael	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$1,976.63	-\$82,023.37	-97.36%	84
28167	Ziegler	James	Healthcare	Healthcare West	49-72	\$75,000.00	\$84,000.00	\$1,975.00	-\$82,025.00	-97.37%	85
28167	McKone	Brett	Healthcare	Healthcare East	49-72	\$75,000.00	\$84,000.00	\$1,937.28	-\$82,062.72	-97.42%	86
28167	Youngblood	Neil	Healthcare	Healthcare West	73+	\$75,000.00	\$84,000.00	\$1,865.79	-\$82,134.21	-97.51%	87
28167	Roberts	Brianna	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$1,792.53	-\$82,207.47	-97.61%	88
28167	Salmon	Matthew	Healthcare	Healthcare West	25-48	\$75,000.00	\$84,000.00	\$1,738.40	-\$82,261.60	-97.68%	89
28167	Dahlgren	Eric	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$1,610.22	-\$82,389.78	-97.85%	90
28167	Welch	Joseph	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$1,583.84	-\$82,416.16	-97.89%	91
28167	Dombrowski	Troy	Healthcare	Healthcare Central	0-24	\$75,000.00	\$84,000.00	\$1,051.76	-\$82,948.24	-98.60%	92
28167	Carney	Sean	Healthcare	Healthcare East	0-24	\$75,000.00	\$84,000.00	\$1,012.61	-\$82,987.39	-98.65%	93
28167	Diehl	Jennifer	Healthcare	Healthcare West	25-48	\$232,100.40	\$259,952.45	\$2,822.08	-\$257,130.37	-98.78%	94
28167	Miller	Jack	Healthcare	Healthcare East	25-48	\$75,000.00	\$84,000.00	\$690.09	-\$83,309.91	-99.08%	95
28167	Buckley	Erin	Healthcare	Healthcare Central	49-72	\$75,000.00	\$84,000.00	\$204.21	-\$83,795.79	-99.73%	96
28167	Monteith	D.	Healthcare	Healthcare East	73+	\$75,000.00	\$84,000.00	\$0.00	-\$84,000.00	-100.00%	97
28167	Kardas	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$717,874.65	\$633,874.65	857.17%	1
28167	Larson	Lucas	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$597,515.90	\$513,515.90	696.69%	2
28167	Friedman	David	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$488,876.67	\$404,876.67	551.84%	3
28167	Samford	Vincent	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$429,489.22	\$345,489.22	472.65%	4
28167	Novak	Jeffrey	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$429,489.22	\$345,489.22	472.65%	5
28167	Dizillo	Timothy	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$239,795.51	\$155,795.51	219.73%	6
28167	Woerfel	Andrew	Medium Large Business	Central	73+	\$674,448.26	\$755,382.05	\$1,565,460.61	\$810,078.56	132.11%	7
28167	Patel	Vipul	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$166,526.50	\$82,526.50	122.04%	8

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Sundeen	Jesse	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$144,808.39	\$60,808.39	93.08%	9
28167	Hayes	Ryan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$132,566.61	\$48,566.61	76.76%	10
28167	Yui	William	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$132,081.09	\$48,081.09	76.11%	11
28167	Kenyon	Kyle	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$129,120.65	\$45,120.65	72.16%	12
28167	Ward	Kenneth	Medium Large Business	Central	73+	\$135,957.07	\$152,271.92	\$217,438.11	\$65,166.19	59.93%	13
28167	Hunt	Matthew	Medium Large Business	Central	73+	\$362,870.85	\$406,415.36	\$528,503.20	\$122,087.84	45.64%	14
28167	Campbell IV	James	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$99,563.80	\$15,563.80	32.75%	15
28167	Abrams	Robert	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$99,563.80	\$15,563.80	32.75%	16
28167	Wyss	Benjamin	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$94,458.46	\$10,458.46	25.94%	17
28167	Liebgott	Matthew	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$88,090.18	\$4,090.18	17.45%	18
28167	Klein	Steven	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$88,090.18	\$4,090.18	17.45%	19
28167	Aiello	Joseph	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$74,479.26	-\$9,520.74	-0.69%	20
28167	Marx	Andrew	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$66,275.36	-\$17,724.64	-11.63%	21
28167	Schultz	Greg	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$64,482.89	-\$19,517.11	-14.02%	22
28167	Crelman	Todd	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$63,081.17	-\$20,918.83	-15.89%	23
28167	Deen	Mark	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$61,808.50	-\$22,191.50	-17.59%	24
28167	Rickson	Steve	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$61,750.43	-\$22,249.57	-17.67%	25
28167	Doran	Cory	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$61,750.43	-\$22,249.57	-17.67%	26
28167	Overlock	Amanda	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$60,568.93	-\$23,431.07	-19.24%	27
28167	Garrone	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$56,492.23	-\$27,507.77	-24.68%	28
28167	Karpman	Michael	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$54,715.00	-\$29,285.00	-27.05%	29
28167	Lewis	Josh	Medium Large Business	Central	73+	\$172,031.76	\$192,675.57	\$122,937.84	-\$69,737.73	-28.54%	30
28167	Temple	Thomas	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$51,488.50	-\$32,511.50	-31.35%	31
28167	Schmidl	John	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$50,458.74	-\$33,541.26	-32.72%	32
28167	Salter	Karen	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$49,177.95	-\$34,822.05	-34.43%	33
28167	Le	Kim	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$48,462.20	-\$35,537.80	-35.38%	34
28167	Gallagher	Joseph	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$47,417.00	-\$36,583.00	-36.78%	35
28167	Borchardt	Joshua	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$46,429.40	-\$37,570.60	-38.09%	36
28167	Quille	Thomas	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$42,435.67	-\$41,564.33	-43.42%	37
28167	Weiner	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$42,115.93	-\$41,884.07	-43.85%	38
28167	Wang	Alex	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$41,792.68	-\$42,207.32	-44.28%	39
28167	Beadle	Kevin	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$41,435.73	-\$42,564.27	-44.75%	40
28167	Korf	Adam	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$41,435.73	-\$42,564.27	-44.75%	41
28167	Rovanseck	Michael	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$37,694.43	-\$46,305.57	-49.74%	42
28167	Kenney	James	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$37,256.50	-\$46,743.50	-50.32%	43
28167	Robertson	Gailan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$37,031.70	-\$46,968.30	-50.62%	44
28167	Foster	Jim	Medium Large Business	Central	73+	\$77,986.80	\$87,345.22	\$35,185.85	-\$52,159.37	-54.88%	45
28167	Reesh	Aaron	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$32,104.19	-\$51,895.81	-57.19%	46
28167	Persky	Chad	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$31,771.60	-\$52,228.40	-57.64%	47
28167	Mack	Tanika	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$31,014.34	-\$52,985.66	-58.65%	48
28167	Friel	Thomas	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$30,866.87	-\$53,133.13	-58.84%	49
28167	Gray	Mark	Medium Large Business	Central	73+	\$264,721.18	\$296,487.72	\$107,350.87	-\$189,136.85	-59.45%	50
28167	Gettin	Carey	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$29,898.45	-\$54,101.55	-60.14%	51
28167	Seawall-Parker	Erik	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$29,158.78	-\$54,841.22	-61.12%	52
28167	Dobson	Jeffery	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$28,559.68	-\$55,440.32	-61.92%	53

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Fryzek	Christopher	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$27,814.51	-\$56,185.49	-62.91%	54
28167	Winnie	Brian	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$27,167.44	-\$56,832.56	-63.78%	55
28167	Page	Russell	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$26,990.36	-\$57,009.64	-64.01%	56
28167	Halverson	Patrick	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$23,115.46	-\$60,884.54	-69.18%	57
28167	Mohamed	Ahmed	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$22,950.01	-\$61,049.99	-69.40%	58
28167	Hackney	Jason	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$22,763.95	-\$61,236.05	-69.65%	59
28167	Kindelin	Michael	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$22,500.00	-\$61,500.00	-70.00%	60
28167	Morkin	Kevin	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$21,647.32	-\$62,352.68	-71.14%	61
28167	Bunn	Robert	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$21,513.19	-\$62,486.81	-71.32%	62
28167	Zelenz	Nathan	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$20,633.56	-\$63,366.44	-72.49%	63
28167	Vardijan	Andrew	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$20,508.52	-\$63,491.48	-72.66%	64
28167	Knapp	Tory	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$20,332.43	-\$63,667.57	-72.89%	65
28167	Geremia	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$20,332.43	-\$63,667.57	-72.89%	66
28167	Wilder	Christopher	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$20,280.33	-\$63,719.67	-72.96%	67
28167	Weger	Robert	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$20,280.33	-\$63,719.67	-72.96%	68
28167	Sutker	Danielle	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$19,885.59	-\$64,114.41	-73.49%	69
28167	Carlyon	Ethan	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$18,541.54	-\$65,458.46	-75.28%	70
28167	Cromeans	Brad	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$18,277.76	-\$65,722.24	-75.63%	71
28167	Wallor	Andrew	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$18,241.67	-\$65,758.33	-75.68%	72
28167	Olson	Andrew	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$17,949.52	-\$66,050.48	-76.07%	73
28167	Przybylinski	Ian	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$17,551.50	-\$66,448.50	-76.60%	74
28167	Sedler	Joshua	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$17,264.47	-\$66,735.53	-76.98%	75
28167	Miller	Steven	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$16,019.93	-\$67,980.07	-78.64%	76
28167	Cheshier	Braden	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$15,613.07	-\$68,386.93	-79.18%	77
28167	Cohen	Kevin	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$14,138.21	-\$69,861.79	-81.15%	78
28167	Macri	Patrick	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$14,073.00	-\$69,927.00	-81.24%	79
28167	Richards	Daniel	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$13,910.02	-\$70,089.98	-81.45%	80
28167	Flores	Marcos	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$13,836.05	-\$70,163.95	-81.55%	81
28167	Velazquez	Jose	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$13,676.86	-\$70,323.14	-81.76%	82
28167	Schostok	Christopher	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$13,571.72	-\$70,428.28	-81.90%	83
28167	Binetti	Frank	Medium Large Business	Central	73+	\$218,979.84	\$245,257.42	\$39,283.07	-\$205,974.35	-82.06%	84
28167	Salgado	Juan	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$13,447.53	-\$70,552.47	-82.07%	85
28167	Seidl	Monica	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$12,857.40	-\$71,142.60	-82.86%	86
28167	Neckopulos	Christopher	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$12,765.55	-\$71,234.45	-82.98%	87
28167	Busch	Holly	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$12,616.27	-\$71,383.73	-83.18%	88
28167	Goodman	Paul	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$12,449.32	-\$71,550.68	-83.40%	89
28167	Moskowitz	Kelly	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$12,449.32	-\$71,550.68	-83.40%	90
28167	Boyd	Nicholas	Medium Large Business	Central	73+	\$240,914.60	\$269,824.35	\$38,019.06	-\$231,805.29	-84.22%	91
28167	Olson	Nathan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$11,362.81	-\$72,637.19	-84.85%	92
28167	Fallon	James	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$11,243.32	-\$72,756.68	-85.01%	93
28167	Burciaga	Kristian	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$11,130.84	-\$72,869.16	-85.16%	94
28167	Benson	Corey	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$11,031.70	-\$72,968.30	-85.29%	95
28167	Gillespie	John	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$10,957.39	-\$73,042.61	-85.39%	96
28167	Martin	Tramaine	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$10,177.32	-\$73,822.68	-86.43%	97
28167	DePersio	Scott	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$10,054.42	-\$73,945.58	-86.59%	98

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	McGee	Tom	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$10,020.71	-\$73,979.29	-86.64%	99
28167	Goldin	Joshua	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$9,804.91	-\$74,195.09	-86.93%	100
28167	Bradley IV	Will	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$9,490.99	-\$74,509.01	-87.35%	101
28167	Antes	Daniel	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$9,402.11	-\$74,597.89	-87.46%	102
28167	Eilering	Randall	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$9,100.92	-\$74,899.08	-87.87%	103
28167	Carter	Jeffrey	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$8,913.62	-\$75,086.38	-88.12%	104
28167	Strobach	Chad	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$8,221.32	-\$75,778.68	-89.04%	105
28167	Ardizzone Duque	Giovanna	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$8,030.90	-\$75,969.10	-89.29%	106
28167	Wagner Jr.	Glenn	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$7,797.16	-\$76,202.84	-89.60%	107
28167	Kostuchowski	Richard	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$7,505.31	-\$76,494.69	-89.99%	108
28167	Ryan	Connor	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$7,400.12	-\$76,599.88	-90.13%	109
28167	Uribe	Victor	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$7,132.91	-\$76,867.09	-90.49%	110
28167	Klein	Andrew	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$6,816.46	-\$77,183.54	-90.91%	111
28167	Simo	Erik	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$6,714.00	-\$77,286.00	-91.05%	112
28167	Miles	Alex	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$6,149.39	-\$77,850.61	-91.80%	113
28167	Cecola	Nick	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$6,008.17	-\$77,991.83	-91.99%	114
28167	Bouker	Jamal	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$5,967.42	-\$78,032.58	-92.04%	115
28167	Pesce	Claudia	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$5,636.44	-\$78,363.56	-92.48%	116
28167	Beler	Joshua	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$5,568.51	-\$78,431.49	-92.58%	117
28167	Amore	Andrew	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$5,257.66	-\$78,742.34	-92.99%	118
28167	Halvorsen	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$4,938.30	-\$79,061.70	-93.42%	119
28167	Starzec	Kathryn	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,926.05	-\$79,073.95	-93.43%	120
28167	Burdett	Christopher	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,723.18	-\$79,276.82	-93.70%	121
28167	Lendzion	Julie	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$4,518.31	-\$79,481.69	-93.98%	122
28167	Sweinberg	Nicole	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$4,506.77	-\$79,493.23	-93.99%	123
28167	Chowdhury	Sadia	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$4,481.76	-\$79,518.24	-94.02%	124
28167	Ourada	Nora	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$4,112.47	-\$79,887.53	-94.52%	125
28167	Quezada	Leonardo	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,066.02	-\$79,933.98	-94.58%	126
28167	Lewis	Andre	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$4,040.28	-\$79,959.72	-94.61%	127
28167	Vanden Bygaart	Adriaan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,924.28	-\$80,075.72	-94.77%	128
28167	Bateman	Nathan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,924.28	-\$80,075.72	-94.77%	129
28167	Been	Nicole	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$3,846.26	-\$80,153.74	-94.87%	130
28167	Calhoun	Charles	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,744.95	-\$80,255.05	-95.01%	131
28167	Laver	Elizabeth	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$3,718.90	-\$80,281.10	-95.04%	132
28167	Repsold	Jill	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,518.93	-\$80,481.07	-95.31%	133
28167	Summers	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$3,518.93	-\$80,481.07	-95.31%	134
28167	Novello	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,947.00	-\$81,053.00	-96.07%	135
28167	DeMarie	Anthony	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$2,900.97	-\$81,099.03	-96.13%	136
28167	Badal	Dominick	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,869.49	-\$81,130.51	-96.17%	137
28167	Stair	John	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,869.49	-\$81,130.51	-96.17%	138
28167	Krakovsky	Adam	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,675.83	-\$81,324.17	-96.43%	139
28167	Wang	Jeffrey	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$2,600.60	-\$81,399.40	-96.53%	140
28167	Baron	Mark	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,540.41	-\$81,459.59	-96.61%	141
28167	Petroski	Amy	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,362.41	-\$81,637.59	-96.85%	142
28167	Bies	Scott	Medium Large Business	Central	49-72	\$75,000.00	\$84,000.00	\$2,320.24	-\$81,679.76	-96.91%	143

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Covault	Adam	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$2,252.77	-\$81,747.23	-97.00%	144
28167	Honer	Lauren	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$2,018.29	-\$81,981.71	-97.31%	145
28167	Dineen	Timothy	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$1,900.00	-\$82,100.00	-97.47%	146
28167	Ryan	Meghan	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$1,741.70	-\$82,258.30	-97.68%	147
28167	Hanrahan	Casey	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$1,586.84	-\$82,413.16	-97.88%	148
28167	Flaschner	Zachary	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$1,463.52	-\$82,536.48	-98.05%	149
28167	Edoho	Isaiah	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$1,451.34	-\$82,548.66	-98.06%	150
28167	Kasal	Evan	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$1,237.59	-\$82,762.41	-98.35%	151
28167	Adams	Sophie	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$1,105.99	-\$82,894.01	-98.53%	152
28167	Lyman Jr	Daniel	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$971.07	-\$83,028.93	-98.71%	153
28167	Vargas	Kathryn	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$782.59	-\$83,217.41	-98.96%	154
28167	Kryca	Kristine	Medium Large Business	Central	0-24	\$75,000.00	\$84,000.00	\$634.34	-\$83,365.66	-99.15%	155
28167	Fluture	Nicholas	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$625.90	-\$83,374.10	-99.17%	156
28167	O'Gradney	Michael	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$416.70	-\$83,583.30	-99.44%	157
28167	Carstensen	Brittany	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$379.20	-\$83,620.80	-99.49%	158
28167	McHale	Elizabeth	Medium Large Business	Central	25-48	\$75,000.00	\$84,000.00	\$232.68	-\$83,767.32	-99.69%	159
28167	Bonham	Johnathan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$208.63	-\$83,791.37	-99.72%	160
28167	Squires	Ryan	Medium Large Business	Central	73+	\$75,000.00	\$84,000.00	\$0.00	-\$84,000.00	-100.00%	161
28167	Hemphill	Dan	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$530,760.04	\$446,760.04	607.68%	1
28167	Husarik	Stephen	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$258,450.26	\$174,450.26	244.60%	2
28167	Beno	Brad	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$171,405.89	\$75,405.89	128.54%	3
28167	Crowley	Jonathan	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$165,972.44	\$81,972.44	121.30%	4
28167	Ayers	Ronald	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$165,391.88	\$81,391.88	120.52%	5
28167	Kuemmel	Michael	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$148,742.80	\$64,742.80	98.32%	6
28167	Wright Jr	Christopher	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$140,376.07	\$56,376.07	87.17%	7
28167	Pak	Janet	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$125,379.51	\$41,379.51	67.17%	8
28167	Richter	Laurence	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$115,369.01	\$31,369.01	53.83%	9
28167	Farbman	Miles	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$109,453.72	\$25,453.72	45.94%	10
28167	Wernick	Benjamin	Medium Large Business	East	73+	\$112,005.54	\$125,446.20	\$154,203.20	\$28,757.00	37.67%	11
28167	Gorga	Brian	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$96,767.05	\$12,767.05	29.02%	12
28167	Hemphill	Jeffrey	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$90,816.69	\$6,816.69	21.09%	13
28167	Sakoian	Igor	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$75,353.22	-\$8,646.78	0.47%	14
28167	Stevens	Erin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$72,885.52	-\$11,114.48	-2.82%	15
28167	Wattier	Susan	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$72,885.52	-\$11,114.48	-2.82%	16
28167	Donohue	Christopher	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$67,393.83	-\$16,606.17	-10.14%	17
28167	Harris	David	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$65,711.43	-\$18,288.57	-12.38%	18
28167	Barth	Brian	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$61,872.28	-\$22,127.72	-17.50%	19
28167	Joice	Christian	Medium Large Business	East	73+	\$90,893.30	\$101,800.49	\$72,608.42	-\$29,192.07	-20.12%	20
28167	Osacky	Brandon	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$53,407.36	-\$30,592.64	-28.79%	21
28167	Bolletino	Noelle	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$52,590.98	-\$31,409.02	-29.88%	22
28167	Koelker	Cory	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$51,424.00	-\$32,576.00	-31.43%	23
28167	Lynch	Adam	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$50,029.47	-\$33,970.53	-33.29%	24
28167	Stransky	Stephen	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$47,901.88	-\$36,098.12	-36.13%	25
28167	Labkon	Matthew	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$46,980.27	-\$37,019.73	-37.36%	26
28167	Rao	Rajasekhar	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$41,070.00	-\$42,930.00	-45.24%	27

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Cycak	Matthew	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$34,629.99	-\$49,370.01	-53.83%	28
28167	Rickus	William	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$33,497.39	-\$50,502.61	-55.34%	29
28167	Gray	Scott	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$33,493.94	-\$50,506.06	-55.34%	30
28167	Wesling	Michael	Medium Large Business	East	73+	\$82,547.58	\$92,453.29	\$35,547.81	-\$56,905.48	-56.94%	31
28167	Tyler	Christian	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$32,070.00	-\$51,930.00	-57.24%	32
28167	Price	Jill	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$31,344.92	-\$52,655.08	-58.21%	33
28167	O'Brien	Elizabeth	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$31,203.90	-\$52,796.10	-58.39%	34
28167	Salenetri	Brandie	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$30,464.65	-\$53,535.35	-59.38%	35
28167	Dragani	Vincent	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$29,718.00	-\$54,282.00	-60.38%	36
28167	Firlit	Kenneth	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$28,745.67	-\$55,254.33	-61.67%	37
28167	Hibbs	David	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$28,354.68	-\$55,645.32	-62.19%	38
28167	Moran	Christopher	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$28,008.71	-\$55,991.29	-62.66%	39
28167	Pankey	Raymond	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$26,248.73	-\$57,751.27	-65.00%	40
28167	Calcutt	Nicholas	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$26,057.10	-\$57,942.90	-65.26%	41
28167	Holley	Bradley	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$24,496.85	-\$59,503.15	-67.34%	42
28167	Campbell	Ford	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$24,148.13	-\$59,851.87	-67.80%	43
28167	Murphy	Bridget	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$11,917.75	-\$72,082.25	-68.22%	44
28167	Winter	Jill	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$11,917.75	-\$72,082.25	-68.22%	44
28167	Filipiak	Curtis	Medium Large Business	East	73+	\$229,300.96	\$256,817.08	\$70,501.69	-\$186,315.39	-69.25%	45
28167	Falvo	Daniel	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$21,755.16	-\$62,244.84	-70.99%	46
28167	Salop	Mark	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$20,470.96	-\$63,529.04	-72.71%	47
28167	Randolph	Brittnay	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$19,189.09	-\$64,810.91	-74.41%	48
28167	Bittner	Jeff	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$18,747.70	-\$65,252.30	-75.00%	49
28167	Sekenske	Kevin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$18,599.51	-\$65,400.49	-75.20%	50
28167	Cech	Erin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$18,599.51	-\$65,400.49	-75.20%	51
28167	Mullins	Joseph	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$18,349.88	-\$65,650.12	-75.53%	52
28167	Bernardo	Mark	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$18,152.11	-\$65,847.89	-75.80%	53
28167	Conant	Christopher	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$18,137.40	-\$65,862.60	-75.82%	54
28167	Katz	Benjamin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$17,903.68	-\$66,096.32	-76.13%	55
28167	Lee	James	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$17,386.62	-\$66,613.38	-76.82%	56
28167	Devero	Thomas	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$16,831.44	-\$67,168.56	-77.56%	57
28167	Moore	Justin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$16,823.65	-\$67,176.35	-77.57%	58
28167	Hearne	Alison	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$16,525.89	-\$67,474.11	-77.97%	59
28167	Fry	Deandre	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$15,953.61	-\$68,046.39	-78.73%	60
28167	Blakstad	Alan	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$15,639.15	-\$68,360.85	-79.15%	61
28167	Jaszczor	Jill	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$15,520.00	-\$68,480.00	-79.31%	62
28167	Mitchell	Jon	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$15,172.52	-\$68,827.48	-79.77%	63
28167	Hickman	Robert	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$14,961.94	-\$69,038.06	-80.05%	64
28167	Thomas	Gerald	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$13,900.82	-\$70,099.18	-81.47%	65
28167	Portillo	Andria	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$12,675.70	-\$71,324.30	-83.10%	66
28167	Addis	Mark	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$12,557.93	-\$71,442.07	-83.26%	67
28167	Perkins	Ricky	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$11,734.22	-\$72,265.78	-84.35%	68
28167	Cohen	Jordan	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$11,009.22	-\$72,990.78	-85.32%	69
28167	Lemoine	Carrie	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$10,860.94	-\$73,139.06	-85.52%	70
28167	McLoughlin	Patrick	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$9,591.24	-\$74,408.76	-87.21%	71

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Whyte	Robert	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$8,821.82	-\$75,178.18	-88.24%	72
28167	Albrecht	Justin	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$8,689.60	-\$75,310.40	-88.41%	73
28167	Kiczalis	John	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$8,536.58	-\$75,463.42	-88.62%	74
28167	Weithman	Michael	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$7,815.62	-\$76,184.38	-89.58%	75
28167	Saidel	Bart	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$7,643.58	-\$76,356.42	-89.81%	76
28167	Krichman	Russell	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$7,458.18	-\$76,541.82	-90.06%	77
28167	Hjellming	Andrew	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$7,325.36	-\$76,674.64	-90.23%	78
28167	Janota	John	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$6,705.95	-\$77,294.05	-91.06%	79
28167	Maresca	Jenna	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$6,174.72	-\$77,825.28	-91.77%	80
28167	Tower	Zane	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$5,889.73	-\$78,110.27	-92.15%	81
28167	Piroeff	Abigail	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$5,814.17	-\$78,185.83	-92.25%	82
28167	Gutmann	Corey	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$5,752.29	-\$78,247.71	-92.33%	83
28167	Pellicane	Cole	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$5,662.04	-\$78,337.96	-92.45%	84
28167	Corson	Meghan	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$5,470.50	-\$78,529.50	-92.71%	85
28167	Smyth	Jonathan	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$5,362.69	-\$78,637.31	-92.85%	86
28167	Alawadi	Mahmoud	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$5,244.20	-\$78,755.80	-93.01%	87
28167	Gonzalez	Ramon	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$4,725.98	-\$79,274.02	-93.70%	88
28167	Bofill	Matthew	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$4,563.66	-\$79,436.34	-93.92%	89
28167	Beal	Chris	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$3,917.29	-\$80,082.71	-94.78%	90
28167	Raby	Harrison	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$3,814.51	-\$80,185.49	-94.91%	91
28167	DeBoer	Myriah	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$3,700.57	-\$80,299.43	-95.07%	92
28167	McCarthy	Jack	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$3,658.46	-\$80,341.54	-95.12%	93
28167	Sims	John	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$3,641.52	-\$80,358.48	-95.14%	94
28167	Flaherty	Martin	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$3,628.60	-\$80,371.40	-95.16%	95
28167	Mongelli	Michael	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$3,532.73	-\$80,467.27	-95.29%	96
28167	Ptakiwicz	Jake	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$3,312.52	-\$80,687.48	-95.58%	97
28167	Dewey	Thomas	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$3,267.41	-\$80,732.59	-95.64%	98
28167	Booth	Keita	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$3,210.96	-\$80,789.04	-95.72%	99
28167	Tran	Elizabeth	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$3,000.00	-\$81,000.00	-96.00%	100
28167	DeLonjay	Brian	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$2,915.85	-\$81,084.15	-96.11%	101
28167	Tysick	Todd	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$2,829.08	-\$81,170.92	-96.23%	102
28167	Leston Jr.	John	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$2,610.06	-\$81,389.94	-96.52%	103
28167	Piotrowski	Timothy	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$2,515.62	-\$81,484.38	-96.65%	104
28167	Wagner	James	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$2,308.69	-\$81,691.31	-96.92%	105
28167	Ciminello	Bret	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$2,284.99	-\$81,715.01	-96.95%	106
28167	Majury	Ashley	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$2,171.15	-\$81,828.85	-97.11%	107
28167	Akbar Buchanan	Arfinna	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$2,046.53	-\$81,953.47	-97.27%	108
28167	Ketcham	Christopher	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$1,916.64	-\$82,083.36	-97.44%	109
28167	Jensen	Ashley	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$1,780.08	-\$82,219.92	-97.63%	110
28167	Mullen	Kayla	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$1,775.80	-\$82,224.20	-97.63%	111
28167	Kerr	Anthony	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$1,745.12	-\$82,254.88	-97.67%	112
28167	Kelly	Eric	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$1,712.81	-\$82,287.19	-97.72%	113
28167	Coulombe	Alexandra	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$1,697.66	-\$82,302.34	-97.74%	114
28167	Zdyrski	Christopher	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$1,697.66	-\$82,302.34	-97.74%	115
28167	Gerrard	Andrew	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$1,583.02	-\$82,416.98	-97.89%	116

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Smith	Francis Gary	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$806.40	-\$83,193.60	-98.92%	117
28167	Freeman	Peter	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$777.60	-\$83,222.40	-98.96%	118
28167	Arnold	Christopher	Medium Large Business	East	49-72	\$75,000.00	\$84,000.00	\$745.00	-\$83,255.00	-99.01%	119
28167	Tracy	Kaylyn	Medium Large Business	East	25-48	\$75,000.00	\$84,000.00	\$640.34	-\$83,359.66	-99.15%	120
28167	Citron	Jordan	Medium Large Business	East	0-24	\$75,000.00	\$84,000.00	\$436.86	-\$83,563.14	-99.42%	121
28167	Terlecsky	Barbara	Medium Large Business	East	73+	\$75,000.00	\$84,000.00	\$194.87	-\$83,805.13	-99.74%	122
28167	Balliet	Andrew	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$552,119.38	\$468,119.38	636.16%	1
28167	Hulsh	Oren	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$538,277.81	\$454,277.81	617.70%	2
28167	Brown	Robert	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$373,851.49	\$289,851.49	398.47%	3
28167	Dias Da Silva	Adam	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$295,860.72	\$211,860.72	294.48%	4
28167	Mount	Jason	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$217,826.93	\$133,826.93	190.44%	5
28167	Downing	Kevin	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$208,302.40	\$124,302.40	177.74%	6
28167	Wolanyk	William	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$205,309.00	\$121,309.00	173.75%	7
28167	Gambill	Scott	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$203,676.66	\$119,676.66	171.57%	8
28167	Johnson	Aaron	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$189,994.33	\$105,994.33	153.33%	9
28167	Cherry	Nadene	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$158,313.16	\$74,313.16	111.08%	10
28167	Reishus	Thomas	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$146,746.75	\$62,746.75	95.66%	11
28167	Difino	Frank	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$121,024.13	\$37,024.13	61.37%	12
28167	Eckstein	Jean-Luc	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$120,296.12	\$36,296.12	60.39%	13
28167	Cross	Stephen	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$120,296.12	\$36,296.12	60.39%	14
28167	Kovanic	Keri	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$106,840.89	\$22,840.89	42.45%	15
28167	Anderson	Kayla	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$89,272.42	\$5,272.42	19.03%	16
28167	Kearns	Ryan	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$80,778.23	-\$3,221.77	7.70%	17
28167	Lachowin	Kyle	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$77,059.20	-\$6,940.80	2.75%	18
28167	Mock	Bethany	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$75,546.51	-\$8,453.49	0.73%	19
28167	Michna	Richard	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$74,474.62	-\$9,525.38	-0.70%	20
28167	Goodman	Joshua	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$72,140.86	-\$11,859.14	-3.81%	21
28167	Wright	Jonathan	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$72,140.86	-\$11,859.14	-3.81%	22
28167	Rothacker	Ken	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$71,308.31	-\$12,691.69	-4.92%	23
28167	Beltran	David	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$68,621.00	-\$15,379.00	-8.51%	24
28167	Hedges	Nathen	Medium Large Business	South	49-72	\$86,000.06	\$96,320.07	\$76,339.90	-\$19,980.17	-11.23%	25
28167	Wendelborn	James	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$63,229.24	-\$20,770.76	-15.69%	26
28167	James	David	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$61,244.79	-\$22,755.21	-18.34%	27
28167	Wilhelm	Thomas	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$59,808.72	-\$24,191.28	-20.26%	28
28167	Kotsiovos	George	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$58,411.60	-\$25,588.40	-22.12%	29
28167	Mulligan	Michael	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$57,630.06	-\$26,369.94	-23.16%	30
28167	Monaco	Molly	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$52,072.38	-\$31,927.62	-30.57%	31
28167	Palazzolo	Peter	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$45,868.58	-\$38,131.42	-38.84%	32
28167	Rice	Matt	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$44,423.44	-\$39,576.56	-40.77%	33
28167	Robinson	Mary	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$42,483.13	-\$41,516.87	-43.36%	34
28167	Drecoll	Michael	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$41,145.50	-\$42,854.50	-45.14%	35
28167	Andracki	Matthew	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$41,029.37	-\$42,970.63	-45.29%	36
28167	Via	Brigitte	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$38,192.19	-\$45,807.81	-49.08%	37
28167	Brettrager	Mathew	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$35,763.72	-\$48,236.28	-52.32%	38
28167	Vickman Cordon	Leslie	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$35,763.72	-\$48,236.28	-52.32%	39

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Santos	Joel	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$31,446.88	-\$52,553.12	-58.07%	40
28167	Huber	Brian	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$30,135.66	-\$53,864.34	-59.82%	41
28167	Medina	Joey	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$30,078.66	-\$53,921.34	-59.90%	42
28167	Lanci	Stephen	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$26,762.44	-\$57,237.56	-64.32%	43
28167	Sample	Matthew	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$26,014.14	-\$57,985.86	-65.31%	44
28167	Rink	Stephanie	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$26,014.14	-\$57,985.86	-65.31%	45
28167	Karlins	Shelley	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$25,933.76	-\$58,066.24	-65.42%	46
28167	Hartnagel	Justin	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$25,933.76	-\$58,066.24	-65.42%	47
28167	Anderson	Dustin	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$24,754.02	-\$59,245.98	-66.99%	48
28167	Godoy	German	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$23,039.54	-\$60,960.46	-69.28%	49
28167	Backing	Andrea	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$23,039.54	-\$60,960.46	-69.28%	50
28167	Guzick	Patrick	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$21,013.30	-\$62,986.70	-71.98%	51
28167	Kelly	James	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$20,203.98	-\$63,796.02	-73.06%	52
28167	Hand	Ryan	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$19,977.46	-\$64,022.54	-73.36%	53
28167	Belter	Douglas	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$19,420.00	-\$64,580.00	-74.11%	54
28167	Castro	Abraham	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$19,116.55	-\$64,883.45	-74.51%	55
28167	Albright	Scott	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$15,955.18	-\$68,044.82	-78.73%	56
28167	O'Haire	Patrick	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$15,726.20	-\$68,273.80	-79.03%	57
28167	Gudbrandsen	Thomas	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$15,647.42	-\$68,352.58	-79.14%	58
28167	Scott	Stephen	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$15,647.42	-\$68,352.58	-79.14%	59
28167	Castelli	James	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$15,525.48	-\$68,474.52	-79.30%	60
28167	Shamblin	Robert	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$14,722.00	-\$69,278.00	-80.37%	61
28167	Ward	Justin	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$14,136.14	-\$69,863.86	-81.15%	62
28167	Bellini	Giuseppe	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$13,908.66	-\$70,091.34	-81.46%	63
28167	Csekme	Samantha	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$13,901.43	-\$70,098.57	-81.46%	64
28167	Mumbower	John	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$13,629.73	-\$70,370.27	-81.83%	65
28167	Harmon	Casey	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$13,512.05	-\$70,487.95	-81.98%	66
28167	Rojas	Ivan	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$12,083.92	-\$71,916.08	-83.89%	67
28167	Friend	Marcus	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$11,519.78	-\$72,480.22	-84.64%	68
28167	Ryan	Richard	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$11,486.44	-\$72,513.56	-84.68%	69
28167	McLaughlin	Ryan	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$11,386.09	-\$72,613.91	-84.82%	70
28167	Cook	Jane	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$10,851.48	-\$73,148.52	-85.53%	71
28167	Popa	Michael	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$10,674.81	-\$73,325.19	-85.77%	72
28167	Levy	Jeremy	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$10,658.16	-\$73,341.84	-85.79%	73
28167	Perrigo	Tyler	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$10,541.14	-\$73,458.86	-85.95%	74
28167	Sammartin	Joshua	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$9,753.76	-\$74,246.24	-87.00%	75
28167	Halverson	H	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$9,637.34	-\$74,362.66	-87.15%	76
28167	Callahan	David	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$9,601.44	-\$74,398.56	-87.20%	77
28167	Marini	Robert	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$9,517.46	-\$74,482.54	-87.31%	78
28167	Visconti	Natalie	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$9,306.12	-\$74,693.88	-87.59%	79
28167	Cho	Emily	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$9,102.75	-\$74,897.25	-87.86%	80
28167	Sanchez	Amanda	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$8,587.22	-\$75,412.78	-88.55%	81
28167	Flahive	Corey	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$7,693.03	-\$76,306.97	-89.74%	82
28167	Griffin	Zachery	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$7,155.39	-\$76,844.61	-90.46%	83
28167	Russo	Gianni	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$6,918.65	-\$77,081.35	-90.78%	84

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Flanagan	Michaela	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$6,768.25	-\$77,231.75	-90.98%	85
28167	Taylor	Michelle	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$6,705.00	-\$77,295.00	-91.06%	86
28167	Kurth	Mitch	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$6,534.52	-\$77,465.48	-91.29%	87
28167	Conda-Harris	LeVon	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$6,502.00	-\$77,498.00	-91.33%	88
28167	Dang	Dang	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$6,500.00	-\$77,500.00	-91.33%	89
28167	Lachenberg Jr.	Raymond	Medium Large Business	South	73+	\$79,949.88	\$89,543.86	\$6,341.18	-\$83,202.68	-92.07%	90
28167	Lepisto	Chad	Medium Large Business	South	73+	\$79,949.88	\$89,543.86	\$6,341.18	-\$83,202.68	-92.07%	91
28167	Nelmes	Lindsay	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$5,694.29	-\$78,305.71	-92.41%	92
28167	Burns	Walter	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$5,481.23	-\$78,518.77	-92.69%	93
28167	Brown	Adam	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$5,056.80	-\$78,943.20	-93.26%	94
28167	Kelly	Rachel	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$4,994.36	-\$79,005.64	-93.34%	95
28167	Viera Galvan	Jonathan	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$4,199.98	-\$79,800.02	-94.40%	96
28167	Silverberg	Michael	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$4,021.96	-\$79,978.04	-94.64%	97
28167	Halpern	Donald	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$3,832.50	-\$80,167.50	-94.89%	98
28167	Libert	Steven	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$3,678.27	-\$80,321.73	-95.10%	99
28167	Stone	Sean	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$3,403.79	-\$80,596.21	-95.46%	100
28167	Balletti	Allison	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$3,202.34	-\$80,797.66	-95.73%	101
28167	Cutrofello	Dominic	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$3,202.34	-\$80,797.66	-95.73%	102
28167	Elsen	Benjamin	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$2,982.44	-\$81,017.56	-96.02%	103
28167	Perez	Geno	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$2,970.00	-\$81,030.00	-96.04%	104
28167	Geib	Anne	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$2,837.57	-\$81,162.43	-96.22%	105
28167	Hoekstra	Brian	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$2,816.87	-\$81,183.13	-96.24%	106
28167	Hoyos	Lauren	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$2,617.77	-\$81,382.23	-96.51%	107
28167	Urban	Casey	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$2,556.21	-\$81,443.79	-96.59%	108
28167	Dallman	George	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$2,358.72	-\$81,641.28	-96.86%	109
28167	Honn	Derek	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$2,205.91	-\$81,794.09	-97.06%	110
28167	Holko	Tara	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$2,078.23	-\$81,921.77	-97.23%	111
28167	Weiland	William	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$2,057.64	-\$81,942.36	-97.26%	112
28167	Wood	Steven	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$2,022.77	-\$81,977.23	-97.30%	113
28167	Perez	Cristina	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$2,013.00	-\$81,987.00	-97.32%	114
28167	Sanchez	Emanuel	Medium Large Business	South	0-24	\$75,000.00	\$84,000.00	\$1,664.49	-\$82,335.51	-97.78%	115
28167	O'Connor	Sean	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$1,238.73	-\$82,761.27	-98.35%	116
28167	Brooks	Jarmon	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$514.30	-\$83,485.70	-99.31%	117
28167	Damjanovic	Sanja	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$407.54	-\$83,592.46	-99.46%	118
28167	Ackerman	Robyn	Medium Large Business	South	73+	\$75,000.00	\$84,000.00	\$275.27	-\$83,724.73	-99.63%	119
28167	Addis	Brett	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$183.21	-\$83,816.79	-99.76%	120
28167	Clopton	Richard	Medium Large Business	South	49-72	\$75,000.00	\$84,000.00	\$178.49	-\$83,821.51	-99.76%	121
28167	Jacob	Jeffrey	Medium Large Business	South	25-48	\$75,000.00	\$84,000.00	\$167.03	-\$83,832.97	-99.78%	122
28167	Perreca	Stefan	Medium Large Business	Verticals	73+	\$347,756.86	\$389,487.68	\$3,795,425.28	\$3,405,937.60	991.40%	1
28167	Hunter	Jonathan	Medium Large Business	Verticals	73+	\$347,756.86	\$389,487.68	\$3,795,425.28	\$3,405,937.60	991.40%	2
28167	Madan	Nicholas	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$565,830.33	\$481,830.33	654.44%	3
28167	Dickman	Sarah	Medium Large Business	Verticals	49-72	\$94,682.70	\$106,044.63	\$695,318.70	\$589,274.07	634.37%	4
28167	Geiser	Maria	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$368,175.31	\$284,175.31	390.90%	5
28167	Pulak	Robert	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$249,457.51	\$165,457.51	232.61%	6
28167	Flaherty	Jason	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$249,457.51	\$165,457.51	232.61%	7

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	McGrane	Kevin	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$126,503.12	\$42,503.12	68.67%	8
28167	Kann	Adam	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$115,581.19	\$31,581.19	54.11%	9
28167	Freed	Joshua	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$115,513.67	\$31,513.67	54.02%	10
28167	Schmitt	David	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$109,751.07	\$25,751.07	46.33%	11
28167	Webster	Marci	Medium Large Business	Verticals	49-72	\$94,682.70	\$106,044.63	\$125,413.73	\$19,369.10	32.46%	12
28167	Carson	Gordon	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$98,327.14	\$14,327.14	31.10%	13
28167	Vaidya	Sandeep	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$94,312.77	\$10,312.77	25.75%	14
28167	Cummings	James	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$90,205.59	\$6,205.59	20.27%	15
28167	Bratthauar	James	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$81,816.46	-\$2,183.54	9.09%	16
28167	Elloian	Gregory	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$78,665.94	-\$5,334.06	4.89%	17
28167	Osacky	Amanda	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$65,515.93	-\$18,484.07	-12.65%	18
28167	Hagwell	Timothy	Medium Large Business	Verticals	73+	\$447,366.21	\$501,050.16	\$368,175.31	-\$132,874.85	-17.70%	19
28167	King	Alec	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$57,693.00	-\$26,307.00	-23.08%	20
28167	Audy	Michael	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$54,987.59	-\$29,012.41	-26.68%	21
28167	Reynolds	Kevin	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$54,987.59	-\$29,012.41	-26.68%	22
28167	Schnake	Jason	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$51,061.82	-\$32,938.18	-31.92%	23
28167	Rotondi	Dan	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$49,819.06	-\$34,180.94	-33.57%	24
28167	Fisher	Matthew	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$48,018.31	-\$35,981.69	-35.98%	25
28167	Snyder	Drew	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$45,165.92	-\$38,834.08	-39.78%	26
28167	Thakkar	Ritesh	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$45,165.92	-\$38,834.08	-39.78%	27
28167	Simon	Rob	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$43,718.76	-\$40,281.24	-41.71%	28
28167	Cerwin	Pete	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$30,005.50	-\$53,994.50	-59.99%	29
28167	Gallagher	Robert	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$26,073.24	-\$57,926.76	-65.24%	30
28167	Dillon	Christian	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$26,073.24	-\$57,926.76	-65.24%	31
28167	Brnilovich	David	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$25,302.14	-\$58,697.86	-66.26%	32
28167	Mulry	Colleen	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$23,712.39	-\$60,287.61	-68.38%	33
28167	Glover	Christopher	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$23,628.28	-\$60,371.72	-68.50%	34
28167	Tobin	Rose	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$23,586.12	-\$60,413.88	-68.55%	35
28167	Pilcher	Ryan	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$22,582.98	-\$61,417.02	-69.89%	36
28167	Miller	Max	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$22,087.13	-\$61,912.87	-70.55%	37
28167	Lewandowski	Christopher	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$22,004.84	-\$61,995.16	-70.66%	38
28167	Temes	Anthony	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$22,004.84	-\$61,995.16	-70.66%	39
28167	Stroden	Jason	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$21,860.00	-\$62,140.00	-70.85%	40
28167	Cremona	Adam	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$20,498.55	-\$63,501.45	-72.67%	41
28167	Williams	Matthew	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$19,587.90	-\$64,412.10	-73.88%	42
28167	Hidalgo	Constantine	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$19,229.62	-\$64,770.38	-74.36%	43
28167	Bischoff	Wesley	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$18,142.11	-\$65,857.89	-75.81%	44
28167	Foley	Carli	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$17,426.56	-\$66,573.44	-76.76%	45
28167	Gentzen	Shane	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$16,275.82	-\$67,724.18	-78.30%	46
28167	Lichner	Timothy	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$16,275.82	-\$67,724.18	-78.30%	47
28167	Osberg	Adam	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$16,196.97	-\$67,803.03	-78.40%	48
28167	Bassett	Samuel	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$14,450.58	-\$69,549.42	-80.73%	49
28167	Sunderbruch	Ryan	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$14,160.65	-\$69,839.35	-81.12%	50
28167	Stauner Jr	James	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$13,975.66	-\$70,024.34	-81.37%	51
28167	Martin	Kelly	Medium Large Business	Verticals	73+	\$81,664.00	\$91,463.68	\$15,007.08	-\$76,456.60	-81.62%	52

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Hensler	Nicholas	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$13,691.02	-\$70,308.98	-81.75%	53
28167	Durrani	Saima	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$11,974.52	-\$72,025.48	-84.03%	54
28167	Galanti	Anthony	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$11,806.76	-\$72,193.24	-84.26%	55
28167	Zeitlin	Seth	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$11,642.96	-\$72,357.04	-84.48%	56
28167	Gaimari	Paul	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$11,299.78	-\$72,700.22	-84.93%	57
28167	Rawal	Kaushal	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$11,019.98	-\$72,980.02	-85.31%	58
28167	Trubiano	Miranda	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$10,923.23	-\$73,076.77	-85.44%	59
28167	Leverett	Lauren	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$10,590.86	-\$73,409.14	-85.88%	60
28167	Weaver	Jordan	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$9,980.96	-\$74,019.04	-86.69%	61
28167	Espana	Alexandro	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$9,401.25	-\$74,598.75	-87.47%	62
28167	Walton	Christian	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$9,300.00	-\$74,700.00	-87.60%	63
28167	Stephens	Bradley	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$9,050.00	-\$74,950.00	-87.93%	64
28167	Donnowitz	Jon	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$8,005.10	-\$75,994.90	-89.33%	65
28167	Welsh	Brian	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$7,328.47	-\$76,671.53	-90.23%	66
28167	Lee	Steven	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$7,290.42	-\$76,709.58	-90.28%	67
28167	Arbanas	Michael	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$6,686.32	-\$77,313.68	-91.08%	68
28167	Sagowitz	Rachel	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$6,490.94	-\$77,509.06	-91.35%	69
28167	Angeles	Corbin	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$6,072.48	-\$77,927.52	-91.90%	70
28167	Tolomeo	Christopher	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$5,811.12	-\$78,188.88	-92.25%	71
28167	Gutzwiller	John	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$5,509.99	-\$78,490.01	-92.65%	72
28167	Brass	Oliver	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$5,311.04	-\$78,688.96	-92.92%	73
28167	Ventrella	Anthony	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$5,016.67	-\$78,983.33	-93.31%	74
28167	Potalivo	Lauren	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$4,870.47	-\$79,129.53	-93.51%	75
28167	Natzke	Holly	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$4,755.00	-\$79,245.00	-93.66%	76
28167	Atkinson	James	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,686.24	-\$79,313.76	-93.75%	77
28167	Baumann	John	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,534.21	-\$79,465.79	-93.95%	78
28167	Alade	Oluwafoyinsayemi	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,490.82	-\$79,509.18	-94.01%	79
28167	Cooke	Zachary	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,478.40	-\$79,521.60	-94.03%	80
28167	Carroll	Reed	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,430.02	-\$79,569.98	-94.09%	81
28167	Brooks	Edward	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$4,391.18	-\$79,608.82	-94.15%	82
28167	Pritchard	Daniel	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$4,173.26	-\$79,826.74	-94.44%	83
28167	Koscielniak	Patrick	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$3,885.50	-\$80,114.50	-94.82%	84
28167	Mapili	Ryan	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$3,840.83	-\$80,159.17	-94.88%	85
28167	Fussel	Bradley	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$3,158.79	-\$80,841.21	-95.79%	86
28167	Zimmer	Brad	Medium Large Business	Verticals	73+	\$75,000.00	\$84,000.00	\$2,928.84	-\$81,071.16	-96.09%	87
28167	Martinez	Connery	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$2,740.11	-\$81,259.89	-96.35%	88
28167	Kudron	Jeffrey	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$2,601.09	-\$81,398.91	-96.53%	89
28167	Heath	Samantha	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$2,409.30	-\$81,590.70	-96.79%	90
28167	Walker	Brendan	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$2,392.97	-\$81,607.03	-96.81%	91
28167	Maduko	Chioma	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$2,389.10	-\$81,610.90	-96.81%	92
28167	Sron	Kyle	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$2,218.75	-\$81,781.25	-97.04%	93
28167	Maggio	Peter	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$2,157.12	-\$81,842.88	-97.12%	94
28167	Wilcox	Matthew	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$2,111.87	-\$81,888.13	-97.18%	95
28167	Keller	Lucas	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$1,939.99	-\$82,060.01	-97.41%	96
28167	Harte	Patrick	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$1,898.62	-\$82,101.38	-97.47%	97

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Andreotti	Peter	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$1,793.92	-\$82,206.08	-97.61%	98
28167	Kanlic	Alen	Medium Large Business	Verticals	25-48	\$75,000.00	\$84,000.00	\$1,231.73	-\$82,768.27	-98.36%	99
28167	Alanguilan	Voltaire	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$989.51	-\$83,010.49	-98.68%	100
28167	Cashen	Ethan	Medium Large Business	Verticals	0-24	\$75,000.00	\$84,000.00	\$371.50	-\$83,628.50	-99.50%	101
28167	Gottfried	Garrett	Medium Large Business	Verticals	49-72	\$75,000.00	\$84,000.00	\$79.19	-\$83,920.81	-99.89%	102
28167	Jacob	Sony	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$175,974.10	\$91,974.10	134.63%	1
28167	Burke	Michael	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$137,944.86	\$53,944.86	83.93%	2
28167	Vogel	Austin	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$121,585.85	\$37,585.85	62.11%	3
28167	Jakubicek	Joseph	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$120,883.28	\$36,883.28	61.18%	4
28167	Magrogan	Patrick	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$115,373.49	\$31,373.49	53.83%	5
28167	Wessler	Ryan	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$96,678.62	\$12,678.62	28.90%	6
28167	Kaser	Brian	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$87,505.26	\$3,505.26	16.67%	7
28167	Tibbs	Ryan	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$62,642.04	-\$21,357.96	-16.48%	8
28167	Albin	Adam	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$61,572.03	-\$22,427.97	-17.90%	9
28167	Pappas	Lida	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$57,624.42	-\$26,375.58	-23.17%	10
28167	Fuller	Reynaldo	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$55,122.24	-\$28,877.76	-26.50%	11
28167	Blattner	Brian	Medium Large Business	West	73+	\$117,589.83	\$131,700.61	\$72,470.22	-\$59,230.39	-38.37%	12
28167	Eshoo	Gregory	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$45,179.32	-\$38,820.68	-39.76%	13
28167	Klemis	Michael	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$44,465.95	-\$39,534.05	-40.71%	14
28167	Nielsen	Jamie	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$39,497.46	-\$44,502.54	-47.34%	15
28167	Wong	Matthew	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$39,141.80	-\$44,858.20	-47.81%	16
28167	Proper	Christopher	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$38,678.51	-\$45,321.49	-48.43%	17
28167	White	Jason	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$37,556.76	-\$46,443.24	-49.92%	18
28167	Hines	Daniel	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$35,461.20	-\$48,538.80	-52.72%	19
28167	Gotsis	Gregg	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$34,696.86	-\$49,303.14	-53.74%	20
28167	Dickow	Bradley	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$34,331.48	-\$49,668.52	-54.22%	21
28167	Christopher	Chad	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$30,895.99	-\$53,104.01	-58.81%	22
28167	Tanquary	Scott	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$30,191.27	-\$53,808.73	-59.75%	23
28167	Baghdadi	Yousif	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$28,226.60	-\$55,773.40	-62.36%	24
28167	Taylor	Brandi	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$24,159.26	-\$59,840.74	-67.79%	25
28167	Hogan	Paul	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$23,362.50	-\$60,637.50	-68.85%	26
28167	Eckert	James	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$23,362.50	-\$60,637.50	-68.85%	27
28167	Perrizo	Paul	Medium Large Business	West	49-72	\$80,088.12	\$89,698.69	\$24,660.40	-\$65,038.29	-69.21%	28
28167	Baer	Frank	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$23,062.89	-\$60,937.11	-69.25%	29
28167	Fistler	Daniel	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$23,008.73	-\$60,991.27	-69.32%	30
28167	Amore	Frank	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$22,516.67	-\$61,483.33	-69.98%	31
28167	Glynn	Michael	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$20,542.74	-\$63,457.26	-72.61%	32
28167	Kent	William	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$19,089.68	-\$64,910.32	-74.55%	33
28167	Valencia	Roth	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$18,939.20	-\$65,060.80	-74.75%	34
28167	Ream	Jason	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$18,422.31	-\$65,577.69	-75.44%	35
28167	Montoya	Genesis	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$18,032.16	-\$65,967.84	-75.96%	36
28167	Ermel	Steven	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$17,782.49	-\$66,217.51	-76.29%	37
28167	Levin	Marc	Medium Large Business	West	73+	\$91,351.71	\$102,313.92	\$21,296.57	-\$81,017.35	-76.69%	38
28167	Craig	Gianna	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$8,133.33	-\$75,866.67	-78.31%	39
28167	Murphy	Brian	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$8,133.33	-\$75,866.67	-78.31%	39

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Franek	Amy	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$16,080.78	-\$67,919.22	-78.56%	40
28167	Johnson	Ted	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$15,956.18	-\$68,043.82	-78.73%	41
28167	Siegel	Jennifer	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$15,884.76	-\$68,115.24	-78.82%	42
28167	Witry	Caitlin	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$15,845.19	-\$68,154.81	-78.87%	43
28167	Aiello	Anthony	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$15,452.21	-\$68,547.79	-79.40%	44
28167	Stuteville	Jerry	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$15,452.21	-\$68,547.79	-79.40%	45
28167	Kaye	Jason	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$15,026.02	-\$68,973.98	-79.97%	46
28167	Bach	Ian	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$14,550.88	-\$69,449.12	-80.60%	47
28167	Espinoza	Eriberto	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$14,291.52	-\$69,708.48	-80.94%	48
28167	Bowe	Patrick	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$14,199.22	-\$69,800.78	-81.07%	49
28167	Afable	Frank	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$13,900.85	-\$70,099.15	-81.47%	50
28167	Punzalan	Marianne	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$13,287.63	-\$70,712.37	-82.28%	51
28167	Clow Jr.	Robert	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$13,081.65	-\$70,918.35	-82.56%	52
28167	Mercier	Philippe	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$11,808.60	-\$72,191.40	-84.26%	53
28167	McCrory	Colleen	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$11,694.24	-\$72,305.76	-84.41%	54
28167	Greenberg	Jason	Medium Large Business	West	73+	\$75,812.81	\$84,910.35	\$11,619.85	-\$73,290.50	-84.67%	55
28167	Goodwin	Joseph	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$11,446.48	-\$72,553.52	-84.74%	56
28167	May	Timothy	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$11,121.66	-\$72,878.34	-85.17%	57
28167	Nichols	Toni	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$10,889.50	-\$73,110.50	-85.48%	58
28167	Tang	Samuel	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$9,610.02	-\$74,389.98	-87.19%	59
28167	Bonner	Julianne	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$9,592.35	-\$74,407.65	-87.21%	60
28167	Comerford	Ryan	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$9,585.00	-\$74,415.00	-87.22%	61
28167	Doolin	Kevin	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$9,378.51	-\$74,621.49	-87.50%	62
28167	Bazzanella	Mark	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$8,868.42	-\$75,131.58	-88.18%	63
28167	Vipond	Clayton	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$8,681.40	-\$75,318.60	-88.42%	64
28167	Osojnicki	Daniel	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$8,396.82	-\$75,603.18	-88.80%	65
28167	McKnabb	Sean	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$8,181.30	-\$75,818.70	-89.09%	66
28167	DeCorte	Michael	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$8,131.18	-\$75,868.82	-89.16%	67
28167	Arias	Angelica	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$7,707.99	-\$76,292.01	-89.72%	68
28167	Fernandez	Thomas	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$7,351.50	-\$76,648.50	-90.20%	69
28167	Heisler	Abbey	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$7,329.14	-\$76,670.86	-90.23%	70
28167	Weir	Devin	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$6,878.22	-\$77,121.78	-90.83%	71
28167	Schlosser	Eric	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$6,615.74	-\$77,384.26	-91.18%	72
28167	Olker	Paige	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$5,714.16	-\$78,285.84	-92.38%	73
28167	Beaubien	Sean	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$5,405.46	-\$78,594.54	-92.79%	74
28167	Hopkins	Wesley	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$5,333.82	-\$78,666.18	-92.89%	75
28167	Ballin	Shawn	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$5,236.90	-\$78,763.10	-93.02%	76
28167	Brancato	Matthew	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$4,237.40	-\$79,762.60	-94.35%	77
28167	Haberly	Shannen	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$4,094.94	-\$79,905.06	-94.54%	78
28167	Gentile	Matthew	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$4,066.67	-\$79,933.33	-94.58%	79
28167	Quirke	Andrew	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$3,807.23	-\$80,192.77	-94.92%	80
28167	Fitch	Nicholas	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$3,800.04	-\$80,199.96	-94.93%	81
28167	Parker	Micah	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$3,234.73	-\$80,765.27	-95.69%	82
28167	Walsh	Daniel	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$3,107.71	-\$80,892.29	-95.86%	83
28167	Salomon	Caldwell	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$3,092.23	-\$80,907.77	-95.88%	84

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Trank	Caroline	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$3,006.96	-\$80,993.04	-95.99%	85
28167	Callahan	Brittney	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$2,687.35	-\$81,312.65	-96.42%	86
28167	Fragale	Anthony	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$2,671.76	-\$81,328.24	-96.44%	87
28167	Mattrisch	Callie	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$2,635.29	-\$81,364.71	-96.49%	88
28167	Cronin	Anna	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$2,574.36	-\$81,425.64	-96.57%	89
28167	Secor	Russell	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$2,407.53	-\$81,592.47	-96.79%	90
28167	Garelick	Ted	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$2,326.51	-\$81,673.49	-96.90%	91
28167	Glover	Chelsea	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$2,131.39	-\$81,868.61	-97.16%	92
28167	Sievers	Nicole	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$1,971.80	-\$82,028.20	-97.37%	93
28167	Zale	David	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$1,948.64	-\$82,051.36	-97.40%	94
28167	Harris	Dylan	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$1,761.55	-\$82,238.45	-97.65%	95
28167	Fleming	Mike	Medium Large Business	West	49-72	\$75,000.00	\$84,000.00	\$1,691.65	-\$82,308.35	-97.74%	96
28167	Keaton	Mikaila	Medium Large Business	West	25-48	\$75,000.00	\$84,000.00	\$1,054.70	-\$82,945.30	-98.59%	97
28167	Sanchez	Lizette	Medium Large Business	West	0-24	\$75,000.00	\$84,000.00	\$436.04	-\$83,563.96	-99.42%	98
28167	Georgi	Brent	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$69.47	-\$83,930.53	-99.91%	99
28167	Hiatt	Cheri	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$69.47	-\$83,930.53	-99.91%	100
28167	Farrar	Michael	Medium Large Business	West	73+	\$75,000.00	\$84,000.00	\$0.00	-\$84,000.00	-100.00%	101
28167	Cashman II	John	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$391,087.41	\$307,087.41	421.45%	1
28167	Leonard	Parker	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$281,847.18	\$197,847.18	275.80%	2
28167	Di Benedetto	Michael	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$148,162.00	\$64,162.00	97.55%	3
28167	Hellerud	Grant	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$137,059.90	\$53,059.90	82.75%	4
28167	Harrison	Jordan	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$120,240.00	\$36,240.00	60.32%	5
28167	Bentson	Mark	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$98,500.02	\$14,500.02	31.33%	6
28167	Frenz	Andrew	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$89,538.36	\$5,538.36	19.38%	7
28167	Bremehr	Dan	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$86,487.00	\$2,487.00	15.32%	8
28167	Valdez	Alec	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$75,095.13	-\$8,904.87	0.13%	9
28167	Morrissey	Daniel	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$71,536.04	-\$12,463.96	-4.62%	10
28167	Hawks	Jake	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$71,244.16	-\$12,755.84	-5.01%	11
28167	Schuler	Mark	Small Business	South	73+	\$75,000.00	\$84,000.00	\$69,167.41	-\$14,832.59	-7.78%	12
28167	Markasovic	Michael	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$64,011.81	-\$19,988.19	-14.65%	13
28167	Butler	Christopher	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$63,174.15	-\$20,825.85	-15.77%	14
28167	Bak	Paul	Small Business	South	73+	\$75,000.00	\$84,000.00	\$61,550.85	-\$22,449.15	-17.93%	15
28167	Peterson	Daniel	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$55,352.35	-\$28,647.65	-26.20%	16
28167	Joyce	Richard	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$50,145.82	-\$33,854.18	-33.14%	17
28167	Noriega	Alex	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$48,248.76	-\$35,751.24	-35.67%	18
28167	Thompson	Rebecca	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$46,823.54	-\$37,176.46	-37.57%	19
28167	Kapsaskis	Constantine	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$46,630.25	-\$37,369.75	-37.83%	20
28167	Mueller	Alex	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$46,409.52	-\$37,590.48	-38.12%	21
28167	Plank	Gregory	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$45,773.14	-\$38,226.86	-38.97%	22
28167	Greenspan	Derek	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$43,640.08	-\$40,359.92	-41.81%	23
28167	Fox	Eamonn	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$43,438.33	-\$40,561.67	-42.08%	24
28167	Motta	Biagio	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$43,438.33	-\$40,561.67	-42.08%	25
28167	Richards	Nicholas	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$42,484.46	-\$41,515.54	-43.35%	26
28167	Shepherd	Gabriela	Small Business	South	73+	\$75,000.00	\$84,000.00	\$41,078.29	-\$42,921.71	-45.23%	27
28167	Kreitman	Sharon	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$37,994.17	-\$46,005.83	-49.34%	28

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Beaubien	Jared	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$37,439.59	-\$46,560.41	-50.08%	29
28167	Barrett	Robert	Small Business	South	73+	\$75,000.00	\$84,000.00	\$35,687.33	-\$48,312.67	-52.42%	30
28167	Jakubczak	Christopher	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$35,664.13	-\$48,335.87	-52.45%	31
28167	Alamad	Senan	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$35,553.48	-\$48,446.52	-52.60%	32
28167	Smith	Danny	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$35,132.34	-\$48,867.66	-53.16%	33
28167	Severin	Michael	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$34,745.00	-\$49,255.00	-53.67%	34
28167	Louis	Amber	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$33,902.84	-\$50,097.16	-54.80%	35
28167	Weaver	Louis	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$32,505.18	-\$51,494.82	-56.66%	36
28167	Pollard	Aislyn	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$32,270.85	-\$51,729.15	-56.97%	37
28167	O'Connell	Daniel	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$32,220.00	-\$51,780.00	-57.04%	38
28167	Crispin	Gary	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$31,397.78	-\$52,602.22	-58.14%	39
28167	Herbert	Jason	Small Business	South	73+	\$75,000.00	\$84,000.00	\$30,987.21	-\$53,012.79	-58.68%	40
28167	Myers	David	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$30,746.21	-\$53,253.79	-59.01%	41
28167	Cooper	Julie	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$30,671.91	-\$53,328.09	-59.10%	42
28167	Weachter	Kevin	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$30,074.46	-\$53,925.54	-59.90%	43
28167	Dionesotes	Nicholas	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$29,604.63	-\$54,395.37	-60.53%	44
28167	Seabaugh	David	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$29,106.41	-\$54,893.59	-61.19%	45
28167	Shahan	Deanna	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$28,719.01	-\$55,280.99	-61.71%	46
28167	D'Angelico	Brandon	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$28,480.00	-\$55,520.00	-62.03%	47
28167	Firkins	Mark	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$27,600.00	-\$56,400.00	-63.20%	48
28167	Warner	Joshua	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$26,729.09	-\$57,270.91	-64.36%	49
28167	Ginter	Brandon	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$26,279.38	-\$57,720.62	-64.96%	50
28167	McCarthy	Timothy	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$25,978.37	-\$58,021.63	-65.36%	51
28167	Comes	Paul	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$25,804.23	-\$58,195.77	-65.59%	52
28167	Husko	Daniel	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$25,508.36	-\$58,491.64	-65.99%	53
28167	Boissonneault	Kristen	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$24,600.00	-\$59,400.00	-67.20%	54
28167	Ganz	Bracha	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$24,093.52	-\$59,906.48	-67.88%	55
28167	Coleman	Jason	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$23,710.83	-\$60,289.17	-68.39%	56
28167	Samikkannu	Jonathan	Small Business	South	73+	\$75,000.00	\$84,000.00	\$23,335.25	-\$60,664.75	-68.89%	57
28167	Svoboda	Josh	Small Business	South	73+	\$75,000.00	\$84,000.00	\$23,236.81	-\$60,763.19	-69.02%	58
28167	Gorin	Jeffrey	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$22,947.66	-\$61,052.34	-69.40%	59
28167	Marland	Marissa	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$22,794.48	-\$61,205.52	-69.61%	60
28167	Cooper	Benjamin	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$22,388.97	-\$61,611.03	-70.15%	61
28167	Wilson	Peter	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$22,205.51	-\$61,794.49	-70.39%	62
28167	Wolf	Barbara	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$21,924.66	-\$62,075.34	-70.77%	63
28167	Peng	Chucheng	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$21,600.00	-\$62,400.00	-71.20%	64
28167	Wolf	Tyler	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$21,393.69	-\$62,606.31	-71.48%	65
28167	Zych	Bradley	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$21,182.11	-\$62,817.89	-71.76%	66
28167	Mahon	Linda	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$21,049.51	-\$62,950.49	-71.93%	67
28167	Li Volsi	Salvatore	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$21,023.97	-\$62,976.03	-71.97%	68
28167	Scanlon	John	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$20,640.00	-\$63,360.00	-72.48%	69
28167	Keicher	Colby	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$20,593.89	-\$63,406.11	-72.54%	70
28167	Messina	Nicholas	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$20,539.29	-\$63,460.71	-72.61%	71
28167	Espinoza	Andres	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$20,398.74	-\$63,601.26	-72.80%	72
28167	Motts	Jennifer	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$20,339.84	-\$63,660.16	-72.88%	73

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Dalton	Robert	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$20,172.71	-\$63,827.29	-73.10%	74
28167	Nelson	Aprilene	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$19,662.21	-\$64,337.79	-73.78%	75
28167	West	Jeff	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$19,652.06	-\$64,347.94	-73.80%	76
28167	Kaleta	Antoine	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$19,127.76	-\$64,872.24	-74.50%	77
28167	Simmons	Tyler	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$19,025.00	-\$64,975.00	-74.63%	78
28167	Barnes	Shawn	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$18,883.18	-\$65,116.82	-74.82%	79
28167	Evans	Richard	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$18,664.35	-\$65,335.65	-75.11%	80
28167	Kassebaum	Michael	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$18,638.26	-\$65,361.74	-75.15%	81
28167	Hansen	Deborah	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$18,487.05	-\$65,512.95	-75.35%	82
28167	Kellner	Michael	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$18,261.70	-\$65,738.30	-75.65%	83
28167	Mirkovic	Walter	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$18,120.84	-\$65,879.16	-75.84%	84
28167	Vargas	David	Small Business	South	73+	\$75,000.00	\$84,000.00	\$17,869.22	-\$66,130.78	-76.17%	85
28167	Gehris	Douglas	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$17,543.64	-\$66,456.36	-76.61%	86
28167	Whitelock	Thomas	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$17,518.06	-\$66,481.94	-76.64%	87
28167	Long	Roman	Public Sales Contact Ctr	Acct Mgr SCCG	0-24	\$75,000.00	\$84,000.00	\$17,510.15	-\$66,489.85	-76.65%	88
28167	Penny	Brittany	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$17,287.11	-\$66,712.89	-76.95%	89
28167	Alvarez	Thomas	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$17,161.74	-\$66,838.26	-77.12%	90
28167	Orr	Matthew	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$16,783.29	-\$67,216.71	-77.62%	91
28167	Hyde	Matthew	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$16,469.98	-\$67,530.02	-78.04%	92
28167	Colonna	Geno	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$16,291.96	-\$67,708.04	-78.28%	93
28167	Kelly	Erin	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$16,197.50	-\$67,802.50	-78.40%	94
28167	Llorens	Alexis	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$16,182.34	-\$67,817.66	-78.42%	95
28167	Hammonds	Gary	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$15,958.53	-\$68,041.47	-78.72%	96
28167	Rafferty	Ryan	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$15,860.35	-\$68,139.65	-78.85%	97
28167	Dell'Aringa	Richard	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$15,657.68	-\$68,342.32	-79.12%	98
28167	Bradshaw	Christopher	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$15,594.08	-\$68,405.92	-79.21%	99
28167	Saenz	Tj	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$15,235.00	-\$68,765.00	-79.69%	100
28167	Burns	Colin	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$15,170.88	-\$68,829.12	-79.77%	101
28167	Rhoads	Kevin	Small Business	West 1	73+	\$940,214.49	\$1,053,040.23	\$186,844.52	-\$866,195.71	-80.13%	102
28167	Zoppolo	Javier	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$14,110.00	-\$69,890.00	-81.19%	103
28167	Diodato	Vincenzo	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$13,991.01	-\$70,008.99	-81.35%	104
28167	Dunleavy	Christian	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$13,895.26	-\$70,104.74	-81.47%	105
28167	Faust	Nick	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$13,864.97	-\$70,135.03	-81.51%	106
28167	Sanders	Brock	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$13,766.19	-\$70,233.81	-81.65%	107
28167	Yanez	Luis	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$13,763.33	-\$70,236.67	-81.65%	108
28167	Marino	Ryan	Small Business	South	73+	\$75,000.00	\$84,000.00	\$13,605.00	-\$70,395.00	-81.86%	109
28167	Carter	Michael	Small Business	South	73+	\$75,000.00	\$84,000.00	\$13,513.54	-\$70,486.46	-81.98%	110
28167	Van Houten	Jason	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$13,132.03	-\$70,867.97	-82.49%	111
28167	Spiritoso	Giuseppe	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$13,092.62	-\$70,907.38	-82.54%	112
28167	Levy	Alexander	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$12,853.19	-\$71,146.81	-82.86%	113
28167	Hoyer	Theodore	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$12,769.74	-\$71,230.26	-82.97%	114
28167	Fitzpatrick	Shannon	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$12,743.45	-\$71,256.55	-83.01%	115
28167	Weil	Jeremy	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$12,689.22	-\$71,310.78	-83.08%	116
28167	Goen	Samuel	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$12,572.67	-\$71,427.33	-83.24%	117
28167	Jacobs	Sam	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$12,518.42	-\$71,481.58	-83.31%	118

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Ortiz	Jairo	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$12,268.31	-\$71,731.69	-83.64%	119
28167	Gorter	Jonathan	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$12,262.10	-\$71,737.90	-83.65%	120
28167	Adams	Michael	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$12,218.97	-\$71,781.03	-83.71%	121
28167	Chudik	Timothy	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$11,903.78	-\$72,096.22	-84.13%	122
28167	Martinez	Peter	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$11,800.29	-\$72,199.71	-84.27%	123
28167	Mattey	Nick	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$11,763.20	-\$72,236.80	-84.32%	124
28167	Bissell	Greg	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$11,525.94	-\$72,474.06	-84.63%	125
28167	Groom	Sean	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$11,393.55	-\$72,606.45	-84.81%	126
28167	Szymanski	Frank	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$11,339.11	-\$72,660.89	-84.88%	127
28167	Ibrahim	Maher	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$11,305.50	-\$72,694.50	-84.93%	128
28167	DeLong	Lauren	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$11,191.51	-\$72,808.49	-85.08%	129
28167	Pomazal	Kevin	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$11,120.14	-\$72,879.86	-85.17%	130
28167	Quagliata	Edward	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$11,048.20	-\$72,951.80	-85.27%	131
28167	Klein	Amber	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$10,843.48	-\$73,156.52	-85.54%	132
28167	Odak	Gilma	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$10,843.48	-\$73,156.52	-85.54%	133
28167	Fitzgerald	Walter	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$10,839.45	-\$73,160.55	-85.55%	134
28167	O'Brien	Timothy	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$10,749.79	-\$73,250.21	-85.67%	135
28167	Pappas	Michael	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$10,724.71	-\$73,275.29	-85.70%	136
28167	Tariq	Suhail	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$10,657.36	-\$73,342.64	-85.79%	137
28167	Rhodes	Brendan	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$10,558.32	-\$73,441.68	-85.92%	138
28167	Belanger	Brandy	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$10,528.44	-\$73,471.56	-85.96%	139
28167	Zeeb	Justin	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$10,522.16	-\$73,477.84	-85.97%	140
28167	Abraham	Paul	Small Business	South	73+	\$75,000.00	\$84,000.00	\$10,404.22	-\$73,595.78	-86.13%	141
28167	Cortez	Christian	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$10,260.00	-\$73,740.00	-86.32%	142
28167	Mitchell	William	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$10,165.89	-\$73,834.11	-86.45%	143
28167	Jackson	Victoria	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$9,859.18	-\$74,140.82	-86.85%	144
28167	Sindewald	William	Public Sales Contact Ctr	Acct Mgr SCCG	0-24	\$75,000.00	\$84,000.00	\$9,772.20	-\$74,227.80	-86.97%	145
28167	Sennott	Timothy	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$9,759.41	-\$74,240.59	-86.99%	146
28167	Avery	Lagin	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$9,674.55	-\$74,325.45	-87.10%	147
28167	Hosford	Andrew	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$9,358.85	-\$74,641.15	-87.52%	148
28167	Mcallister	Matthew	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$9,346.22	-\$74,653.78	-87.54%	149
28167	Bossick	Jennifer	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$9,306.79	-\$74,693.21	-87.59%	150
28167	Cox	David	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$9,198.91	-\$74,801.09	-87.73%	151
28167	Grover	Steven	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$9,152.20	-\$74,847.80	-87.80%	152
28167	Nolan	Gerard	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$9,043.92	-\$74,956.08	-87.94%	153
28167	Hart	John	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$8,981.16	-\$75,018.84	-88.03%	154
28167	Cipolla	Matthew	Small Business	South	73+	\$75,000.00	\$84,000.00	\$8,915.14	-\$75,084.86	-88.11%	155
28167	Warnick	Jennifer	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$8,909.05	-\$75,090.95	-88.12%	156
28167	Spiegel	Matthew	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$8,762.56	-\$75,237.44	-88.32%	157
28167	Lorng	Sam	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$8,711.93	-\$75,288.07	-88.38%	158
28167	Chau	Sam	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$8,613.80	-\$75,386.20	-88.51%	159
28167	Pierce	Ryan	Small Business	South	73+	\$75,000.00	\$84,000.00	\$8,604.31	-\$75,395.69	-88.53%	160
28167	Slocum Mazzucca	Jo	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$8,528.86	-\$75,471.14	-88.63%	161
28167	Chomicz	Daniel	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$8,512.54	-\$75,487.46	-88.65%	162
28167	Pramik Jr	Andrew	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$8,417.20	-\$75,582.80	-88.78%	163

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Peters	Matthew	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$8,338.08	-\$75,661.92	-88.88%	164
28167	Barlow	Jermekio	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$8,244.63	-\$75,755.37	-89.01%	165
28167	Shiroishi	Amy	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$8,144.64	-\$75,855.36	-89.14%	166
28167	Cermak	John	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$8,138.07	-\$75,861.93	-89.15%	167
28167	Rossi	Phillip	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$8,084.53	-\$75,915.47	-89.22%	168
28167	White	Derrick	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$8,030.69	-\$75,969.31	-89.29%	169
28167	Hill	Ryan	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$7,728.69	-\$76,271.31	-89.70%	170
28167	Miller	Eric	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$7,642.00	-\$76,358.00	-89.81%	171
28167	Saltos	Milton	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$7,546.71	-\$76,453.29	-89.94%	172
28167	Willis	Jawaan	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$7,538.28	-\$76,461.72	-89.95%	173
28167	Tussing	Adam	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$7,537.14	-\$76,462.86	-89.95%	174
28167	Franks	Edward	Small Business	Central	49-72	\$75,000.00	\$84,000.00	\$7,482.36	-\$76,517.64	-90.02%	175
28167	Gahungu	Jessica	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$7,403.50	-\$76,596.50	-90.13%	176
28167	France	Mary	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$7,403.17	-\$76,596.83	-90.13%	177
28167	Neale	Cameron	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$7,400.12	-\$76,599.88	-90.13%	178
28167	Perez	Xavier	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$7,275.49	-\$76,724.51	-90.30%	179
28167	Taylor	Daniel	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$7,190.84	-\$76,809.16	-90.41%	180
28167	Stopa	Thomas	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$7,173.41	-\$76,826.59	-90.44%	181
28167	Vincent	Jeremy	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$7,077.35	-\$76,922.65	-90.56%	182
28167	Taft	Adam	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$7,039.04	-\$76,960.96	-90.61%	183
28167	Wysocki	Nicholas	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$6,844.74	-\$77,155.26	-90.87%	184
28167	Chiariello	Joseph	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$6,843.00	-\$77,157.00	-90.88%	185
28167	Williams	Maya	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$6,716.44	-\$77,283.56	-91.04%	186
28167	Bailey	Nathan	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$6,601.99	-\$77,398.01	-91.20%	187
28167	Willey	Kristen	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$6,482.98	-\$77,517.02	-91.36%	188
28167	Briggs	Daniel	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$6,464.04	-\$77,535.96	-91.38%	189
28167	McCulloch	Tina	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$6,455.02	-\$77,544.98	-91.39%	190
28167	Wyrick	Alexandra	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$6,116.97	-\$77,883.03	-91.84%	191
28167	Emery	Evan	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$6,062.53	-\$77,937.47	-91.92%	192
28167	Secor	Andy	Small Business	South	73+	\$75,000.00	\$84,000.00	\$6,026.58	-\$77,973.42	-91.96%	193
28167	Nagun	Aaron	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$5,919.12	-\$78,080.88	-92.11%	194
28167	Morgan	Jeremy	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$5,890.52	-\$78,109.48	-92.15%	195
28167	Cook	Xavier	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$5,783.52	-\$78,216.48	-92.29%	196
28167	Maldonado	Alex	Public Sales Contact Ctr	Acct Mgr SCCG	73+	\$75,000.00	\$84,000.00	\$5,755.33	-\$78,244.67	-92.33%	197
28167	Kinard	Nathaniel	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$5,638.69	-\$78,361.31	-92.48%	198
28167	Bandel	Brett	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$5,632.21	-\$78,367.79	-92.49%	199
28167	Brinchman	Robert	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$5,614.22	-\$78,385.78	-92.51%	200
28167	Peeters	Daniel	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$5,597.92	-\$78,402.08	-92.54%	201
28167	Bragg	Brandon	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$5,541.08	-\$78,458.92	-92.61%	202
28167	Whitehead	Gloria	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$5,471.74	-\$78,528.26	-92.70%	203
28167	Dunlap	Dylan	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$5,453.37	-\$78,546.63	-92.73%	204
28167	Mancuso	Anthony	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$5,453.24	-\$78,546.76	-92.73%	205
28167	Klein	Steven	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$5,451.79	-\$78,548.21	-92.73%	206
28167	Mendoza	Edgar	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$5,437.49	-\$78,562.51	-92.75%	207
28167	Kuznieski	Gregory	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$5,400.00	-\$78,600.00	-92.80%	208

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Peterson	Chase	Small Business	West 1	49-72	\$75,000.00	\$84,000.00	\$5,376.00	-\$78,624.00	-92.83%	209
28167	Kinder	Stefanie	Small Business	South	73+	\$75,000.00	\$84,000.00	\$5,263.27	-\$78,736.73	-92.98%	210
28167	Olson	Bradley	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$5,180.36	-\$78,819.64	-93.09%	211
28167	Hohman	Sara	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$5,142.90	-\$78,857.10	-93.14%	212
28167	Adamski	Anthony	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$5,042.01	-\$78,957.99	-93.28%	213
28167	Crawford	Zachary	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$5,041.38	-\$78,958.62	-93.28%	214
28167	Lyons	Tamica	Public Sales Contact Ctr	Acct Mgr SCCG	73+	\$75,000.00	\$84,000.00	\$5,023.22	-\$78,976.78	-93.30%	215
28167	Butler	Kara	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$5,013.18	-\$78,986.82	-93.32%	216
28167	Penovich	Anthony	Public Sales Contact Ctr	Acct Mgr SCCG	73+	\$75,000.00	\$84,000.00	\$4,942.24	-\$79,057.76	-93.41%	217
28167	Migliaccio	Anthony	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$4,830.30	-\$79,169.70	-93.56%	218
28167	Van De Voorde	Kyle	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$4,764.46	-\$79,235.54	-93.65%	219
28167	Miele	Frank	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$4,749.96	-\$79,250.04	-93.67%	220
28167	Crawford	Brian	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,720.85	-\$79,279.15	-93.71%	221
28167	Masiejczyk	Greg	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$4,715.98	-\$79,284.02	-93.71%	222
28167	Steverson	Anthony	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$4,647.85	-\$79,352.15	-93.80%	223
28167	Berman	Mark	Small Business	South	73+	\$75,000.00	\$84,000.00	\$4,612.35	-\$79,387.65	-93.85%	224
28167	Sheets	Hiley	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$4,588.59	-\$79,411.41	-93.88%	225
28167	Leganger	Daniel	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$4,518.36	-\$79,481.64	-93.98%	226
28167	Johnson	Michael	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$4,505.00	-\$79,495.00	-93.99%	227
28167	Campos	David	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$4,487.04	-\$79,512.96	-94.02%	228
28167	Martinez	Joseph	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$4,405.15	-\$79,594.85	-94.13%	229
28167	Olinger	Talia	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$4,400.06	-\$79,599.94	-94.13%	230
28167	Bechtold	Kyle	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$4,368.86	-\$79,631.14	-94.17%	231
28167	Mahon	Sean	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,300.00	-\$79,700.00	-94.27%	232
28167	Baumgart	Lisa	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$4,297.79	-\$79,702.21	-94.27%	233
28167	Velazquez	Hector	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$4,257.65	-\$79,742.35	-94.32%	234
28167	Killion	Joseph	Small Business	South	73+	\$75,000.00	\$84,000.00	\$4,148.00	-\$79,852.00	-94.47%	235
28167	Gay	Gary	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$4,128.37	-\$79,871.63	-94.50%	236
28167	Salomon	Trace	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$4,077.38	-\$79,922.62	-94.56%	237
28167	DiMeo	Dan	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$4,000.00	-\$80,000.00	-94.67%	238
28167	Larson	Rosio	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$3,931.10	-\$80,068.90	-94.76%	239
28167	Morrow	Sallie	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$3,744.32	-\$80,255.68	-95.01%	240
28167	DeForest	Daniel	Public Sales Contact Ctr	Acct Mgr SCCG	25-48	\$75,000.00	\$84,000.00	\$3,733.96	-\$80,266.04	-95.02%	241
28167	Page	Mark	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$3,702.84	-\$80,297.16	-95.06%	242
28167	Solomon	Daniel	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$3,673.89	-\$80,326.11	-95.10%	243
28167	Euston	Shawn	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$3,662.51	-\$80,337.49	-95.12%	244
28167	Collera	Paul	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$3,508.46	-\$80,491.54	-95.32%	245
28167	Mensah	Kwasi	Small Business	Sales Contact Ctr	49-72	\$75,000.00	\$84,000.00	\$3,494.83	-\$80,505.17	-95.34%	246
28167	Yeater	Brady	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$3,214.61	-\$80,785.39	-95.71%	247
28167	Lowe	William	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$3,208.73	-\$80,791.27	-95.72%	248
28167	Freeman	Kevin	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$3,074.80	-\$80,925.20	-95.90%	249
28167	Lane-Schultz	Jaynellen	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$3,070.75	-\$80,929.25	-95.91%	250
28167	Breitung	Michael	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$3,037.38	-\$80,962.62	-95.95%	251
28167	Collins	Andrew	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$3,002.40	-\$80,997.60	-96.00%	252
28167	Angeles	Jillian	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$2,920.00	-\$81,080.00	-96.11%	253

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Thacker	Sean	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,773.03	-\$81,226.97	-96.30%	254
28167	Amaral	Keith	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,616.29	-\$81,383.71	-96.51%	255
28167	Kowal	Allan	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$2,424.99	-\$81,575.01	-96.77%	256
28167	Lapp	Francis	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$2,415.32	-\$81,584.68	-96.78%	257
28167	Senopoulos	Catherine	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$2,408.20	-\$81,591.80	-96.79%	258
28167	Nixon	Robert	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$2,402.07	-\$81,597.93	-96.80%	259
28167	Lybrand	Joanna	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$2,376.03	-\$81,623.97	-96.83%	260
28167	Jones	Gregory	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$2,374.18	-\$81,625.82	-96.83%	261
28167	Mullen	Christopher	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$2,346.42	-\$81,653.58	-96.87%	262
28167	Webb	Brooke	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$2,340.78	-\$81,659.22	-96.88%	263
28167	Miller	Paige	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,230.99	-\$81,769.01	-97.03%	264
28167	Hannon	Tom	Public Sales Contact Ctr	Acct Mgr SCCG	73+	\$75,000.00	\$84,000.00	\$2,230.28	-\$81,769.72	-97.03%	265
28167	Evans	Kristina	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$2,207.99	-\$81,792.01	-97.06%	266
28167	Perez	Michael	Small Business	Central	73+	\$75,000.00	\$84,000.00	\$2,155.54	-\$81,844.46	-97.13%	267
28167	Eggstaff	Erik	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,132.89	-\$81,867.11	-97.16%	268
28167	Oliver	Jessica	Small Business	Sales Contact Ctr	25-48	\$75,000.00	\$84,000.00	\$2,132.03	-\$81,867.97	-97.16%	269
28167	Lieberman	Zachary	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$2,131.20	-\$81,868.80	-97.16%	270
28167	St. Arnauld	Brett	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$2,111.04	-\$81,888.96	-97.19%	271
28167	Malec	John	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$2,110.71	-\$81,889.29	-97.19%	272
28167	Chaturvedula	Sneha	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,090.00	-\$81,910.00	-97.21%	273
28167	Schuppe	Cara	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$2,089.99	-\$81,910.01	-97.21%	274
28167	Bradshaw	Robert	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$2,060.40	-\$81,939.60	-97.25%	275
28167	Stadelmann	William	Public Sales Contact Ctr	Acct Mgr SCCG	0-24	\$75,000.00	\$84,000.00	\$2,057.20	-\$81,942.80	-97.26%	276
28167	Petlakh	Michael	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$2,051.99	-\$81,948.01	-97.26%	277
28167	Jacobsen	Steven	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$2,051.66	-\$81,948.34	-97.26%	278
28167	Tarini	Quentin	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$2,017.16	-\$81,982.84	-97.31%	279
28167	Rivera	Ana	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$1,993.84	-\$82,006.16	-97.34%	280
28167	Ramirez	Jean	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$1,978.99	-\$82,021.01	-97.36%	281
28167	Park	Seo	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$1,974.91	-\$82,025.09	-97.37%	282
28167	Krause III	Ernest	Small Business	South	73+	\$75,000.00	\$84,000.00	\$1,953.57	-\$82,046.43	-97.40%	283
28167	Levickas	Matthew	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$1,939.99	-\$82,060.01	-97.41%	284
28167	Holland	Garrett	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$1,939.99	-\$82,060.01	-97.41%	285
28167	James	Kenneth	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$1,936.66	-\$82,063.34	-97.42%	286
28167	Arons	Robert	Small Business	East 1	73+	\$75,000.00	\$84,000.00	\$1,775.54	-\$82,224.46	-97.63%	287
28167	Fredrickson	Charles	Small Business	Sales Contact Ctr	73+	\$75,000.00	\$84,000.00	\$1,766.23	-\$82,233.77	-97.65%	288
28167	Ihnatiuk	Stephen	Small Business	South	73+	\$75,000.00	\$84,000.00	\$1,758.00	-\$82,242.00	-97.66%	289
28167	Cafaro	Mark	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$1,750.00	-\$82,250.00	-97.67%	290
28167	Carr	Jeff	Small Business	East 1	49-72	\$75,000.00	\$84,000.00	\$1,713.72	-\$82,286.28	-97.72%	291
28167	Timmons	Heath	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$1,698.59	-\$82,301.41	-97.74%	292
28167	O'Farrell	Carly	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$1,668.39	-\$82,331.61	-97.78%	293
28167	Whelan	Brendan	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$1,630.20	-\$82,369.80	-97.83%	294
28167	Ambrosia	Vincent	Public Sales Contact Ctr	Acct Mgr SCCG	0-24	\$75,000.00	\$84,000.00	\$1,561.84	-\$82,438.16	-97.92%	295
28167	Wierzgacz	Tyler	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$1,533.31	-\$82,466.69	-97.96%	296
28167	Friedman	Bradley	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$1,358.94	-\$82,641.06	-98.19%	297
28167	Parrella	Michael	Small Business	South	25-48	\$75,000.00	\$84,000.00	\$1,335.68	-\$82,664.32	-98.22%	298

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Rosen	Rebecca	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$1,335.68	-\$82,664.32	-98.22%	299
28167	Halleck	Henry	Small Business	West 1	25-48	\$75,000.00	\$84,000.00	\$1,328.89	-\$82,671.11	-98.23%	300
28167	Clanton	Bradley	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$1,319.19	-\$82,680.81	-98.24%	301
28167	Rhodes	Sarah	Small Business	Sales Contact Ctr	0-24	\$75,000.00	\$84,000.00	\$1,307.19	-\$82,692.81	-98.26%	302
28167	Anderson	Jack	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$1,302.73	-\$82,697.27	-98.26%	303
28167	Shaw	Nathan	Small Business	Central	25-48	\$75,000.00	\$84,000.00	\$1,300.00	-\$82,700.00	-98.27%	304
28167	Marrazzo	Ryan	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$1,079.12	-\$82,920.88	-98.56%	305
28167	McCabe	Kevin	Small Business	East 1	25-48	\$75,000.00	\$84,000.00	\$1,073.32	-\$82,926.68	-98.57%	306
28167	Echeverria	Luis	Small Business	South	0-24	\$75,000.00	\$84,000.00	\$1,070.87	-\$82,929.13	-98.57%	307
28167	Martin	Brad	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$1,069.90	-\$82,930.10	-98.57%	308
28167	Ortiz	Ryan	Small Business	West 1	73+	\$75,000.00	\$84,000.00	\$963.53	-\$83,036.47	-98.72%	309
28167	Rix Jr.	Jack	Small Business	South	73+	\$75,000.00	\$84,000.00	\$825.12	-\$83,174.88	-98.90%	310
28167	Benkoski	Lauren	Small Business	South	49-72	\$75,000.00	\$84,000.00	\$825.12	-\$83,174.88	-98.90%	311
28167	Cleveland	J	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$778.04	-\$83,221.96	-98.96%	312
28167	Priore	Melissa	Small Business	East 1	0-24	\$75,000.00	\$84,000.00	\$454.99	-\$83,545.01	-99.39%	313
28167	Onyelobi	Eunice	Small Business	Central	0-24	\$75,000.00	\$84,000.00	\$0.00	-\$84,000.00	-100.00%	314
28167	Maziarka	Ryan	Small Business	West 1	0-24	\$75,000.00	\$84,000.00	\$0.00	-\$84,000.00	-100.00%	315
28167	Butchko	Jeffrey	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$130,996.15	\$46,996.15	74.66%	1
28167	Johnson	Kyle	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$127,061.53	\$43,061.53	69.42%	2
28167	Moore	Danny	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$112,874.10	\$28,874.10	50.50%	3
28167	Hamu	Jordan	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$84,381.85	\$381.85	12.51%	4
28167	Flynn	Adam	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$81,855.92	-\$2,144.08	9.14%	5
28167	Marron	Ryan	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$70,959.38	-\$13,040.62	-5.39%	6
28167	Fischer	Amanda	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$60,573.23	-\$23,426.77	-19.24%	7
28167	Lagoni	Jennifer	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$29,937.95	-\$54,062.05	-20.17%	8
28167	McKone	Meagan	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$29,937.95	-\$54,062.05	-20.17%	8
28167	Retwick Iv	Joseph	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$51,950.57	-\$32,049.43	-30.73%	9
28167	Ryan	Adam	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$48,577.58	-\$35,422.42	-35.23%	10
28167	Watters	Jonathon	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$44,970.00	-\$39,030.00	-40.04%	11
28167	Rooney	Stephen	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$43,848.51	-\$40,151.49	-41.54%	12
28167	Cacioppo	Jonathan	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$43,392.20	-\$40,607.80	-42.14%	13
28167	Anderson	Christopher	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$42,750.00	-\$41,250.00	-43.00%	14
28167	Schlossberg	Michael	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$36,287.41	-\$47,712.59	-51.62%	15
28167	Strom	Geoffrey	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$34,965.12	-\$49,034.88	-53.38%	16
28167	Retseck	Halcyon	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$34,256.19	-\$49,743.81	-54.33%	17
28167	Curcio	Griffin	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$34,149.67	-\$49,850.33	-54.47%	18
28167	Sullivan	Robert	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$31,553.70	-\$52,446.30	-57.93%	19
28167	Heizman	David	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$31,134.90	-\$52,865.10	-58.49%	20
28167	Leak	Jason	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$30,384.06	-\$53,615.94	-59.49%	21
28167	Grey	Michael	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$30,342.11	-\$53,657.89	-59.54%	22
28167	Cronin	Casey	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$29,642.09	-\$54,357.91	-60.48%	23
28167	Curtis	Daniel	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$27,973.00	-\$56,027.00	-62.70%	24
28167	Zorica	Michael	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$26,224.40	-\$57,775.60	-65.03%	25
28167	Gallagher	Daniel	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$26,224.40	-\$57,775.60	-65.03%	26
28167	Olszewski	Matthew	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$25,408.33	-\$58,591.67	-66.12%	27

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Stoller	Kenneth	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$23,055.97	-\$60,944.03	-69.26%	28
28167	Brennan	Michael	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$22,850.42	-\$61,149.58	-69.53%	29
28167	Pipp	Allison	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$22,466.45	-\$61,533.55	-70.04%	30
28167	Lisi	Robert	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$18,460.00	-\$65,540.00	-75.39%	31
28167	Wills	Fred	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$18,423.68	-\$65,576.32	-75.44%	32
28167	Pinto	Michael	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$18,005.50	-\$65,994.50	-75.99%	33
28167	Parrott	Donald	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$17,818.87	-\$66,181.13	-76.24%	34
28167	Cappetta	Aniello	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$17,191.93	-\$66,808.07	-77.08%	35
28167	Bautista	John	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$17,001.80	-\$66,998.20	-77.33%	36
28167	Badr	Faizan	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$16,297.03	-\$67,702.97	-78.27%	37
28167	Cross	Trevor	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$15,143.34	-\$68,856.66	-79.81%	38
28167	Cavalli	Brittany	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$14,456.82	-\$69,543.18	-80.72%	39
28167	Hernandez	Christopher	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$14,456.82	-\$69,543.18	-80.72%	40
28167	Norinsky	David	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$14,400.00	-\$69,600.00	-80.80%	41
28167	Sperando	Gina	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$14,330.35	-\$69,669.65	-80.89%	42
28167	Davis	Allison	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$14,218.48	-\$69,781.52	-81.04%	43
28167	Sharkey	Timothy	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$13,877.54	-\$70,122.46	-81.50%	44
28167	Ferner	Daniel	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$13,870.44	-\$70,129.56	-81.51%	45
28167	Engmark	David	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$12,963.71	-\$71,036.29	-82.72%	46
28167	Jones	Jeffrey	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$12,287.60	-\$71,712.40	-83.62%	47
28167	Krueger	Patrick	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$12,021.59	-\$71,978.41	-83.97%	48
28167	Kane	Anthony	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$11,734.13	-\$72,265.87	-84.35%	49
28167	George	Jacob	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$11,637.68	-\$72,362.32	-84.48%	50
28167	Pallerino	Alec	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$11,366.17	-\$72,633.83	-84.85%	51
28167	Younger	Timothy	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$10,802.42	-\$73,197.58	-85.60%	52
28167	Lau	Shane	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$10,577.25	-\$73,422.75	-85.90%	53
28167	Krull	Brian	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$10,504.55	-\$73,495.45	-85.99%	54
28167	Pratt	Joshua	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$9,753.97	-\$74,246.03	-86.99%	55
28167	Barese	Joseph	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$9,633.00	-\$74,367.00	-87.16%	56
28167	Tuzzolino	Nicole	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$9,319.62	-\$74,680.38	-87.57%	57
28167	Edwards	William	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$8,609.42	-\$75,390.58	-88.52%	58
28167	Parafink	Stefan	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$7,135.08	-\$76,864.92	-90.49%	59
28167	Klimis	Martin	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$7,083.74	-\$76,916.26	-90.56%	60
28167	Sachaschik	John	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$6,910.94	-\$77,089.06	-90.79%	61
28167	Palmieri	Michael	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$6,676.12	-\$77,323.88	-91.10%	62
28167	Sellers	Ashton	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$6,623.42	-\$77,376.58	-91.17%	63
28167	Colt	Ryan	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$6,285.02	-\$77,714.98	-91.62%	64
28167	Pipp	Michael	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$5,960.08	-\$78,039.92	-92.05%	65
28167	DelConte	Vincent	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$5,941.69	-\$78,058.31	-92.08%	66
28167	Lieberman	Franklin	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$5,844.41	-\$78,155.59	-92.21%	67
28167	Bergquist	John	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$5,648.34	-\$78,351.66	-92.47%	68
28167	Trapani	John	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$5,584.70	-\$78,415.30	-92.55%	69
28167	Hussein	Jamal	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$5,362.04	-\$78,637.96	-92.85%	70
28167	Cotto	Kevin	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$4,756.59	-\$79,243.41	-93.66%	71
28167	Larson	Brittany	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$4,738.51	-\$79,261.49	-93.68%	72

Performance

Promotion#	Last Name	First Name	Segment	Region	LOS	Baseline Value	Required Growth + Sales	Total Sales	Incremental Sales	Growth % Achieved	Participant Rank
28167	Heroux	Roger	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$4,419.86	-\$79,580.14	-94.11%	73
28167	Corso	Samantha	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$4,263.51	-\$79,736.49	-94.32%	74
28167	Stapp	Philippe	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$4,164.13	-\$79,835.87	-94.45%	75
28167	Ruggiero	Daniel	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$3,825.95	-\$80,174.05	-94.90%	76
28167	Rivers	Lisa	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$3,825.95	-\$80,174.05	-94.90%	77
28167	Torres	Ryan	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$3,686.87	-\$80,313.13	-95.08%	78
28167	Vrablik	John	State & Local Channel	State and Local East	73+	\$75,000.00	\$84,000.00	\$3,686.87	-\$80,313.13	-95.08%	79
28167	Logan	Brittany	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$3,484.94	-\$80,515.06	-95.35%	80
28167	Donahue	Sydney	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$3,484.94	-\$80,515.06	-95.35%	81
28167	Higgins	Warren	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$3,188.94	-\$80,811.06	-95.75%	82
28167	McHugh	Eric	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$3,051.82	-\$80,948.18	-95.93%	83
28167	Kriedemann	David	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$3,002.29	-\$80,997.71	-96.00%	84
28167	Faulkner Jr	Robert	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$2,569.38	-\$81,430.62	-96.57%	85
28167	Mize	Brandon	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$2,413.85	-\$81,586.15	-96.78%	86
28167	McGee	Peter	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$2,413.85	-\$81,586.15	-96.78%	87
28167	Bertuglia	Andrew	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$2,360.08	-\$81,639.92	-96.85%	88
28167	McInerney	Sean	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$2,317.27	-\$81,682.73	-96.91%	89
28167	Murphy	Bailey	State & Local Channel	State and Local West	0-24	\$75,000.00	\$84,000.00	\$2,262.55	-\$81,737.45	-96.98%	90
28167	Medina	Christopher	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$2,252.00	-\$81,748.00	-97.00%	91
28167	Buckley	Michael	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$2,200.00	-\$81,800.00	-97.07%	92
28167	Alanguilan	Von Aigner	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$2,027.47	-\$81,972.53	-97.30%	93
28167	Moy	Garrett	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$1,919.99	-\$82,080.01	-97.44%	94
28167	Percio	Victor	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$1,868.17	-\$82,131.83	-97.51%	95
28167	Musser	Michael	State & Local Channel	State and Local West	73+	\$75,000.00	\$84,000.00	\$1,749.00	-\$82,251.00	-97.67%	96
28167	Rheiner	Beth	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$1,351.91	-\$82,648.09	-98.20%	97
28167	Dixon	Maurice	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$1,331.85	-\$82,668.15	-98.22%	98
28167	Smyth	Bradley	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$1,131.40	-\$82,868.60	-98.49%	99
28167	McNamara	Liam	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$1,131.40	-\$82,868.60	-98.49%	100
28167	Qarghah	Aziz	State & Local Channel	State and Local East	25-48	\$75,000.00	\$84,000.00	\$1,070.64	-\$82,929.36	-98.57%	101
28167	Sturtewagen	Jason	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$583.00	-\$83,417.00	-99.22%	102
28167	Covarrubias	Enrique	State & Local Channel	State and Local West	25-48	\$75,000.00	\$84,000.00	\$470.37	-\$83,529.63	-99.37%	103
28167	Buchanan	William	State & Local Channel	State and Local East	49-72	\$75,000.00	\$84,000.00	\$313.38	-\$83,686.62	-99.58%	104
28167	Pekaj	Lena	State & Local Channel	State and Local West	49-72	\$75,000.00	\$84,000.00	\$203.06	-\$83,796.94	-99.73%	105
28167	Esposito	Thomas	State & Local Channel	State and Local East	0-24	\$75,000.00	\$84,000.00	\$82.39	-\$83,917.61	-99.89%	106