

LIFE INSURANCE SALES PERFORMANCE DASHBOARD (FY 2024-25)

Overall Sales Performance

Premium **₹58.62M**



4702



Renewals **3863**



88.42%



₹58.62M Vs ₹66.30M

77.8%



4702 Vs 6037

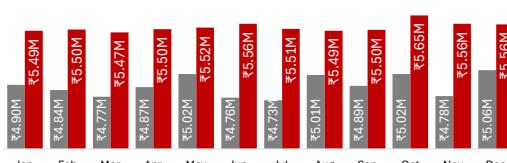
77.41%



3863 Vs 4990

Contribution by Zone		
West Zone	15.91%	16.46%
South Zone	23.63%	23.12%
North Zone	20.64%	21.10%
East Zone	20.55%	20.42%
Central Zone	19.27%	18.91%
	15.71%	23.66%

Premium Trend Chart



Legend: total Sales (grey), targets (red)

East Zone FY 2024-25 Region & Employee Performance Report

Premium **₹12.04M**



960



Renewals **789**



88.20%



₹12.04M Vs ₹13.66M

75.06%



960 Vs 1279

77.73%



789 Vs 1015

Select Zone Here

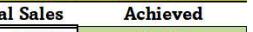
East Zone

Select Region Here

East Region 1

Month-Year	
Apr-2024	Aug-2024
Dec-2024	Feb-2025
Jan-2025	Jul-2024
Jun-2024	Mar-2025
May-2024	Nov-2024
Oct-2024	Sep-2024

East Region 1 - Employees Performance

Employee Name	Premium	Achieved %	Nops	Achieved %	Renewals	Achieved %	premium_collected
Laura Sampson	₹ 1,59,951	88.32%	19	90.48%	7	36.84%	
Travis Holland	₹ 9,47,718	87.42%	77	88.51%	69	85.19%	
Christopher Pierce	₹ 5,81,093	93.45%	49	81.67%	37	84.09%	
Isaiah Avila	₹ 3,44,693	93.63%	35	79.55%	18	64.29%	
Jennifer Robertson	₹ 9,56,011	88.08%	75	77.32%	65	85.53%	
Mrs. Kristen Reyes	₹ 5,13,443	83.66%	43	74.14%	38	73.08%	
Matthew Morales DL	₹ 9,38,751	87.67%	71	73.20%	69	89.61%	
Brandon Bailey MD	₹ 3,46,116	89.79%	29	72.50%	22	78.57%	
Julie Pearson	₹ 6,94,007	82.14%	53	71.62%	39	63.93%	
Dwayne Gilmore	₹ 5,45,333	91.90%	40	67.80%	37	78.72%	

Sort By

Nop's Achieved %

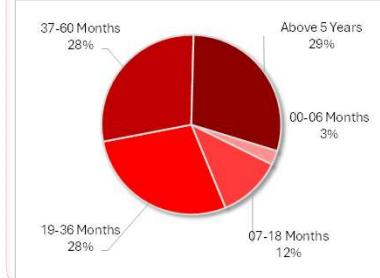
Trend Chart

Premium achieved >=100% 

>=80% 

<80% 

Premium Contribution by Vintage



Vintage	Percentage
37-60 Months	28%
19-36 Months	28%
00-06 Months	3%
07-18 Months	12%
Above 5 Years	29%

Top/Bottom 10 Employees

Select Category <input type="button" value="▼"/>	Top 10 Employees			
employee_name	zone_name	region_name	total Sales	Achieved
Johnathan Davis	West Zone	West Region 2	₹ 5,73,015	103.37%
Tony Huerta	West Zone	West Region 1	₹ 8,57,241	101.76%
Frank Lopez	East Zone	East Region 2	₹ 3,20,541	100.14%
Michael Johnson	West Zone	West Region 1	₹ 3,58,972	99.50%
Heather Chavez	South Zone	South Region 1	₹ 8,01,250	99.13%
Renee Hogan	North Zone	North Region 2	₹ 6,20,756	98.90%
Angela Harrington	East Zone	East Region 2	₹ 8,00,483	98.87%
Laura Roberts	South Zone	South Region 2	₹ 10,48,847	98.73%
Doris Hall	South Zone	South Region 2	₹ 3,48,221	98.61%
Kelly Reese	Central Zone	Central Region 1	₹ 5,92,466	97.97%