

|                     | close_date - Year-Quarter |         |         |         |             |
|---------------------|---------------------------|---------|---------|---------|-------------|
|                     | 2017-Q4                   | 2017-Q3 | 2017-Q2 | 2017-Q1 | Grand Total |
| COUNTA of opportuni | 1,196                     | 1,257   | 1,254   | 531     | 4,238       |

|            | close_date - Year-Quarter |         |         |         |             |
|------------|---------------------------|---------|---------|---------|-------------|
| deal_stage | 2017-Q4                   | 2017-Q3 | 2017-Q2 | 2017-Q1 | Grand Total |
| Won        | 1,196                     | 1,257   | 1,254   | 531     | 4,238       |
| Lost       | 789                       | 790     | 778     | 116     | 2,473       |

|                    | close_date - Year-Quarter |         |         |         |             |
|--------------------|---------------------------|---------|---------|---------|-------------|
| sales_agent        | 2017-Q4                   | 2017-Q3 | 2017-Q2 | 2017-Q1 | Grand Total |
| Darcel Schlecht    | 94                        | 115     | 96      | 44      | 349         |
| Vicki Laflamme     | 68                        | 63      | 57      | 33      | 221         |
| Kary Hendrixson    | 64                        | 54      | 55      | 36      | 209         |
| Anna Snelling      | 57                        | 55      | 71      | 25      | 208         |
| Zane Levy          | 52                        | 41      | 50      | 18      | 161         |
| Versie Hillebrand  | 51                        | 47      | 52      | 26      | 176         |
| Kami Bicknell      | 51                        | 44      | 53      | 26      | 174         |
| Jonathan Berthelot | 46                        | 54      | 57      | 14      | 171         |
| James Ascencio     | 45                        | 35      | 39      | 16      | 135         |
| Corliss Cosme      | 43                        | 48      | 36      | 23      | 150         |
| Gladys Colclough   | 41                        | 42      | 34      | 18      | 135         |
| Marty Freudenburg  | 39                        | 38      | 33      | 12      | 122         |
| Cassey Cress       | 39                        | 53      | 48      | 23      | 163         |
| Reed Clapper       | 38                        | 49      | 49      | 19      | 155         |
| Maureen Marcano    | 37                        | 48      | 42      | 22      | 149         |
| Donn Cantrell      | 37                        | 58      | 44      | 19      | 158         |
| Moses Frase        | 36                        | 35      | 43      | 15      | 129         |
| Lajuana Vencill    | 36                        | 36      | 39      | 16      | 127         |
| Violet Mclelland   | 35                        | 36      | 34      | 17      | 122         |
| Markita Hansen     | 35                        | 41      | 39      | 15      | 130         |
| Boris Faz          | 34                        | 31      | 29      | 7       | 101         |
| Cecily Lampkin     | 33                        | 33      | 31      | 10      | 107         |
| Hayden Neloms      | 32                        | 29      | 36      | 10      | 107         |
| Daniell Hammack    | 27                        | 29      | 47      | 11      | 114         |
| Niesha Huffines    | 23                        | 39      | 31      | 12      | 105         |
| Elease Gluck       | 23                        | 20      | 26      | 11      | 80          |
| Wilburn Farren     | 22                        | 16      | 14      | 3       | 55          |
| Rosie Papadopoulos | 21                        | 23      | 26      | 8       | 78          |
| Rosalina Dieter    | 21                        | 21      | 21      | 9       | 72          |
| Garret Kinder      | 16                        | 24      | 22      | 13      | 75          |

## Quarterly Sales Performance Report

regional\_office All

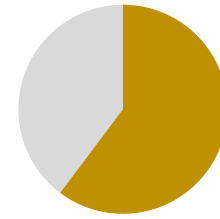
manager All

Won Opportunities

1,196

↓-61 vs. Prev

Win Rate



2017-Q4 Opportunities Secured by Sales Agent

