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Sent: Friday, November 02, 2018 12:10 PM  
To: Sales Representative Dallas <SalesRepresentativeDallas@NGIC.COM>; Lead Generators <LeadGens@velapoint.com>  
Subject: October Leaders Club

Congratulation to David for making leaders club for October! Let's start off the month strong! As a reminder, to qualify for leaders club you need the most transfers and qualify with at least a 46% conversion rate!

Special shout out to Kyle with the most sales last month at 137!

Row Labels	Total Transfers	Transfers To Agent	Transfer To Media Alpha	Chat Transfers	IB RFQ Transfer	IB RFQ Leads	Total Leads	Overall Conversion	Scheduled CallBack	Home Xsell Leads	Non-Contacts	Contacts	True Conversion	30 Day	60 Day	90 Day	Leads/Sale	Sales Rate
Jackson, David	515	311	0	30	174	174	5038	6.77%	167	1	4325	538	63.38%	108	0	0	47	34.7%
Meredith, Aaron	503	230	0	10	263	263	2760	8.70%	72	0	2092	383	62.66%	106	0	0	26	46.1%
Colvin, Kyle	502	304	0	122	76	78	4207	10.13%	62	7	3495	626	68.05%	137	0	0	31	45.1%
Nickel, Cynthia	488	391	0	24	73	73	2528	16.42%	44	1	1926	522	79.50%	96	0	0	26	24.6%
Patino Martinez, Gloria	421	320	0	0	101	101	2439	13.12%	44	0	1875	457	70.02%	78	0	0	31	24.4%
Johnson, Shayla	408	269	0	0	139	139	1090	24.68%	15	0	598	353	76.20%	70	0	0	16	26.0%
Torres, Delicia	383	211	0	0	172	172	2278	9.26%	72	0	1718	383	55.09%	73	0	0	31	34.6%
Malone, Pia	379	118	0	9	252	252	2346	5.41%	103	0	1713	379	33.51%	104	0	0	23	88.1%
Tolentino, Alvin	339	220	0	0	119	119	4564	4.82%	84	0	3923	521	42.23%	73	0	0	63	33.2%
Waterhouse, Amanda	317	216	0	9	92	104	2228	10.10%	79	0	1744	370	60.81%	35	0	0	64	16.2%
Ruhr, Roseann	297	172	0	23	102	103	3014	6.47%	30	1	2505	400	48.75%	61	0	0	49	35.5%
Coke, Rhonda	283	210	0	0	73	73	2997	7.01%	162	0	2408	514	40.86%	54	0	0	56	25.7%
Nunez, Jacob	281	95	0	63	123	123	2102	7.52%	117	9	1581	385	41.04%	66	0	0	32	69.5%
Cox, James	280	190	0	15	75	75	3271	6.27%	73	1	2762	433	47.34%	69	0	0	47	36.3%
Howard, Barbara	279	235	0	0	44	44	2733	8.60%	171	0	2105	530	44.34%	30	0	0	91	12.8%
Chastain, Shay	278	126	0	0	152	152	3019	4.17%	42	0	2598	268	47.01%	65	0	0	46	51.6%
Mattson, Levin	277	172	0	13	92	93	2456	7.53%	92	1	1983	368	50.27%	40	0	0	61	23.3%
Bucko, Dana	264	120	0	0	144	144	2929	4.10%	48	0	2300	484	24.79%	72	0	0	41	60.0%
Maston, Jeffery	238	162	0	14	62	62	3905	4.51%	149	1	3219	599	29.38%	38	0	0	103	23.5%
Brennan, Michael	207	206	0	0	1	1	2515	8.19%	75	0	2197	312	66.03%	54	0	0	47	26.2%
Meyers, Trystine	180	97	0	14	69	72	1971	5.63%	32	0	1692	197	56.35%	29	0	0	68	29.9%
Bell, Courtney	101	63	0	0	38	38	2591	2.43%	73	0	2119	431	14.62%	13	0	0	199	20.6%
Richards, David	87	54	0	0	33	33	744	7.26%	59	0	541	170	31.76%	8	0	0	93	14.8%
Grand Total	7307	4492	0	346	2469	2488	63725	7.59%	1865	22	51419	9623	50.28%	1479	0	0	43	32.9%

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