

**2019 Sales Rep and Team performance:**  
Comparing actual bookings to quota

(Thousands of dollars)

Sales rep	Actual bookings	Quota	Percent of Quota
Terri Larson	588	350	168
John Garibaldi	394	250	158
Sheryll Brown	235	150	157
Robert Mulligan	259	225	115
Gillian Wotisek	186	190	98
Sheila Tetracelli	49	50	97
Suzanne Jones	135	140	96
Bernard Levenson	166	175	95
Gary Albright	184	200	92
Michael Caruthers	275	300	92
George LeShan	125	200	62
Bonnie Cartwright	44	100	44
Jean Girard	27	75	36
Team	2667	2405	111

Notes:

Data sourced from IA640-D1 F2019 assignment (DOI 07OCT19).

Author: J. D. Skufca (jskufca@clarkson.edu)