

▲ Region	⬆️ Type	⬆️ Lead Source Standardized	▲ PYV\$	▲ PYV%	⬆️ Leaders and Laggards
West	Upsell	Strategic Accounts Marketing	(\$7,755,166)	(90%)	Laggard
West	Upsell	Unknown	(\$4,749,036)	(36%)	In the Middle