

YTD REGIONAL COMPARISION REPORT

Current Year Start Date: 01/01/21

Prior Year Start Date: 01/01/20

Current Year End Date: 12/14/21

Prior Year End Date: 12/14/20

ADP - SALES REP	Curr YTD Net	YTD Plan	Net - Plan	Diff %	Prior YTD Net	Net Diff	Net Diff %	Current Return	Cur % of Gross	YTD Return Plan	Rtrn Plan % of	RETURN - PLAN	Prior Return	Prior Return %						
KELY OGRADY																				
REGIONAL - KELLY OGRADY																				
H1- DINA VAN NOSTRAN																				
106-Shanna Sparger																				
14	\$	276,484	\$ 221,344	\$ 55,140	24.91%	\$	176,114	\$ 100,370	56.99%	\$	(49,376)	-12.43%	\$	(98,082)	-24.70%	\$	48,706	\$	(36,202)	-14.91%
B76	\$	-	\$ 12,760	\$ (12,760)	-100.00%	\$	27,227	\$ (27,227)	-100.00%	\$	-	-	\$	-	-	\$	-	\$	-	0.00%
Total: H1- DINA VAN NOSTRAN	\$	276,484	\$ 234,104	\$ 42,380	18.10%	\$	203,341	\$ 73,143	35.97%	\$	(49,376)	-12.43%	\$	(98,082)	-24.70%	\$	48,706	\$	(36,202)	-13.41%