MTD REGIONAL COMPARISION REPORT

Current Month Start Date: 12/01/22

Prior Year Month Start Date: 04/01/21

Current Month End Date: 12/12/22

Prior Year Month End Date: 12/12/21

| ADP - SALES REP | Curr MT Net | O Month Plan | MTD Plan | Net - Plan | Diff % | Pr | ior MTD Net | Net Diff | Net Diff % | Current Return | Cur % of Gross | MTD Return Plan | Rtrn Plan % of | RETURI PLAN | | Prior Return | Prior Return % |
|-----------------------------|----------------|-----------------|-------------|---------------|--------|----|----------------|----------|---------------|-------------------|-------------------|--------------------|-------------------|----------------|-----|-----------------|-------------------|
| KELY OGRADY | | | | | | | | | | | | | | | | | |
| REGIONAL - KELLY OGRADY | | | | | | | | | | | | | | | | | |
| H1- DINA VAN NOSTRAN | | | | | | | | | | | | | | | | | |
| 106-Shanna Sparger | | | | | | ı | | | | | | | | | | | |
| 14 | \$ 8,10 | 4 \$ 17,340 | \$ 6,936 | \$ 1,168 | 16.85% | \$ | 6,422 | \$ 1,682 | 26.20% | \$ (1,749) | -14.73% | \$ (2,931) | -24.70% | \$ 1, | 183 | \$ (36,873) | -43.07% |
| B76 | \$ - | \$ - | \$ - | \$ - | - | \$ | - | \$ - | - | \$ - | - | \$ - | - | \$ | - | \$ - | - |
| Total: H1- DINA VAN NOSTRAN | \$ 8,10 | 4 \$ 17,340 | \$ 6,936 | \$ 1,168 | 16.85% | \$ | 6,422 | \$ 1,682 | 26.20% | \$ (1,749) | -14.73% | \$ (2,931) | -24.70% | \$ 1, | 183 | \$ (36,873) | -43.07% |