

Deal Execution by Person by Year

Business Lead	2017	2018	2019	2020	2021	5-Yr Total
Adam G	700,000	705,100	710,301	495,605	501,016	3,112,023
Ali	650,000	659,200	668,584	678,156	687,919	3,343,858
Amie K	1,290,000	1,174,300	1,188,925	1,203,883	1,219,183	6,076,291
Ber-tia	1,400,000	1,423,400	1,187,258	979,920	997,465	5,988,043
Brian	1,870,000	1,896,700	1,924,069	1,746,065	1,273,900	8,710,734
Christina M	1,830,000	1,850,800	1,872,154	1,440,896	1,455,210	8,449,060
Colin	800,000	656,700	663,525	670,478	677,561	3,468,264
Corey	1,530,000	1,401,000	1,422,464	1,225,858	1,241,726	6,821,048
Dawn	1,040,000	1,062,200	1,084,950	1,108,264	1,132,157	5,427,571
Dilson	1,280,000	1,304,600	1,329,760	1,355,494	882,762	6,152,616
TOTAL	12,390,000	12,134,000	12,051,990	10,904,619	10,068,900	57,549,509

Executive

Sponsor	2017	2018	2019	2020	2021	5-Yr Total
Colin/Perry	1,830,000	1,583,600	1,618,052	1,153,531	920,429	7,105,612
Corey	800,000	814,000	828,380	623,151	638,323	3,703,854
Jamie	1,330,000	1,202,500	1,225,489	1,248,978	1,272,978	6,279,945
John E	2,010,000	2,040,600	2,071,982	1,885,622	1,672,076	9,680,280
Julie/Ken	2,090,000	2,114,900	2,140,313	2,166,251	2,192,727	10,704,191
Nick/Jarrold	2,320,000	2,342,200	2,364,842	2,001,876	1,524,318	10,553,236
Vinny	2,010,000	2,036,200	1,802,932	1,825,210	1,848,048	9,522,390
TOTAL	12,390,000	12,134,000	12,051,990	10,904,619	10,068,900	57,549,509

Legal Lead

	2017	2018	2019	2020	2021	5-Yr Total
Bridgette	770,000	776,900	783,947	791,144	798,495	3,920,486
Eric	1,480,000	1,500,200	1,520,804	1,109,095	1,126,208	6,736,307
Jay	1,290,000	1,311,600	1,333,686	1,083,089	1,097,989	6,116,363
Joe	910,000	926,500	943,403	960,720	479,406	4,220,029
Nicole	1,580,000	1,446,000	1,462,362	1,259,095	1,276,206	7,023,663
Noah	630,000	644,400	659,142	674,234	689,686	3,297,463
Pamela	1,430,000	1,449,800	1,470,104	1,092,380	1,107,178	6,549,462
Phil	1,830,000	1,701,800	1,724,106	1,746,931	1,770,288	8,773,124
Rebecca	1,510,000	1,532,100	1,554,755	1,577,980	1,342,925	7,517,760
Sarah	960,000	844,700	599,681	609,951	380,519	3,394,851
TOTAL	12,390,000	12,134,000	12,051,990	10,904,619	10,068,900	57,549,509