

**Deal Execution by Person by Year**

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

**Executive**

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

**Legal Lead**

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

