

| | close_date - Year-Quarter | | | | |
|----------------|---------------------------|---------|---------|---------|-------------|
| | 2017-Q4 | 2017-Q3 | 2017-Q2 | 2017-Q1 | Grand Total |
| COUNTA of oppc | 1,196 | 1,257 | 1,254 | 531 | 4,238 |

| COUNTA of oppc close_date - Year-Quarter | | | | | |
|--|---------|---------|---------|---------|-------------|
| deal_stage | 2017-Q4 | 2017-Q3 | 2017-Q2 | 2017-Q1 | Grand Total |
| Won | 1,196 | 1,257 | 1,254 | 531 | 4,238 |
| Lost | 789 | 790 | 778 | 116 | 2,473 |

| COUNTA of oppc close_date - Year-Quarter | | | | | |
|--|---------|---------|---------|---------|-------------|
| sales_agent | 2017-Q4 | 2017-Q3 | 2017-Q2 | 2017-Q1 | Grand Total |
| Darcel Schlecht | 94 | 115 | 96 | 44 | 349 |
| Vicki Laflamme | 68 | 63 | 57 | 33 | 221 |
| Kary Hendrixson | 64 | 54 | 55 | 36 | 209 |
| Anna Snelling | 57 | 55 | 71 | 25 | 208 |
| Versie Hillebrand | 51 | 47 | 52 | 26 | 176 |
| Kami Bicknell | 51 | 44 | 53 | 26 | 174 |
| Jonathan Berthel | 46 | 54 | 57 | 14 | 171 |
| Cassey Cress | 39 | 53 | 48 | 23 | 163 |
| Zane Levy | 52 | 41 | 50 | 18 | 161 |
| Donn Cantrell | 37 | 58 | 44 | 19 | 158 |
| Reed Clapper | 38 | 49 | 49 | 19 | 155 |
| Corliss Cosme | 43 | 48 | 36 | 23 | 150 |
| Maureen Marcano | 37 | 48 | 42 | 22 | 149 |
| James Ascencio | 45 | 35 | 39 | 16 | 135 |
| Gladys Colclough | 41 | 42 | 34 | 18 | 135 |
| Markita Hansen | 35 | 41 | 39 | 15 | 130 |
| Moses Frase | 36 | 35 | 43 | 15 | 129 |
| Lajuana Vencill | 36 | 36 | 39 | 16 | 127 |
| Violet Mclelland | 35 | 36 | 34 | 17 | 122 |
| Marty Freudenbu | 39 | 38 | 33 | 12 | 122 |
| Daniell Hammack | 27 | 29 | 47 | 11 | 114 |
| Hayden Neloms | 32 | 29 | 36 | 10 | 107 |
| Cecily Lampkin | 33 | 33 | 31 | 10 | 107 |
| Niesha Huffines | 23 | 39 | 31 | 12 | 105 |
| Boris Faz | 34 | 31 | 29 | 7 | 101 |
| Elease Gluck | 23 | 20 | 26 | 11 | 80 |
| Rosie Papadopo | 21 | 23 | 26 | 8 | 78 |
| Garret Kinder | 16 | 24 | 22 | 13 | 75 |
| Rosalina Dieter | 21 | 21 | 21 | 9 | 72 |
| Wilburn Farren | 22 | 16 | 14 | 3 | 55 |

Quarterly Sales Performance

regional_officeAll

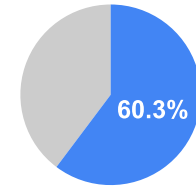
managerAll

Opportunities Won

1,196

↓-61 vs. Prev

Win %



Opportunities Won by Sales Agent

