



2016 President's Club Leader's Board
District Business Manager Team (n=59)
August 2016



District Code	District Name	Incumbent DBM	Eligible	Interim Award Status	Q1		Q2		Q3 QTD (August)		Q4 QTD		YTD			
					Target Earnings %	Nation Rank	Target Earnings %	Nation Rank	Target Earnings %	Nation Rank	Target Earnings %	Nation Rank	Target Earnings %	YTD Rank Percentile	Nation Rank	Region Rank
1750100	Little Rock, AR	Clyde Williams III	Yes	Trending PC; Top 3	127.72%	(1)	173.09%	(1)	140.42%	(1)			147.08%	100.00%	1	1
1740900	Jackson, MS	Perry Egger Jr	Yes	Trending PC; Top 3	104.30%	(11)	135.09%	(2)	74.08%	(7)			104.49%	98.31%	2	1
1740500	Tampa, FL	Steven Shaver	No	Trending PC; Top 3	123.03%	(2)	107.14%	(6)	67.68%	(12)			99.29%	96.61%	3	2
1740600	Miami, FL	Robyn Miller	Yes	Trending PC; Next 1/Reg	103.68%	(12)	118.45%	(3)	69.94%	(8)			97.36%	94.92%	4	3
1730300	Memphis, TN	Matthew Lasley	Yes	Trending PC; Next 1/Reg	110.77%	(4)	116.00%	(4)	59.54%	(20)			95.44%	93.22%	5	1
1710600	Pittsburgh, PA	Todd Bridge	Yes	Trending PC; Next 1/Reg	110.45%	(5)	112.69%	(5)	61.07%	(15)			94.73%	91.53%	6	1
1711000	Cleveland, OH	Barry Chudakoff	Yes		94.81%	(26)	104.93%	(7)	69.09%	(10)			89.61%	89.83%	7	2
1721000	Charlotte, NC	Dominic Delizza	Yes	Trending PC; Next 1/Reg	109.52%	(6)	89.64%	(11)	69.15%	(9)			89.44%	88.14%	8	1
1720900	Raleigh, NC	Kimberly Pope	Yes		122.66%	(3)	83.02%	(16)	61.31%	(14)			89.00%	86.44%	9	2
1740300	South Georgia	Michael Moulton	Yes		102.28%	(15)	78.01%	(18)	86.62%	(3)			88.97%	84.75%	10	4
1720100	Toledo, OH	Donald Jurek	Yes		99.50%	(20)	103.55%	(8)	59.77%	(18)			87.61%	83.05%	11	3
1740400	Orlando, FL	Briann Parson	Yes		100.12%	(18)	83.86%	(15)	78.54%	(5)			87.51%	81.36%	12	5
1751000	Omaha, NE	Todd Schneeberger	Yes	Trending PC; Next 1/Reg	95.91%	(24)	87.21%	(12)	79.05%	(4)			87.39%	79.66%	13	2
1750800	Oklahoma City, OK	Eric Wayman	Yes		106.11%	(8)	85.78%	(14)	68.82%	(11)			86.91%	77.97%	14	3
1741000	New Orleans, LA	Stephen LeBlanc	Yes		103.36%	(13)	77.95%	(19)	74.39%	(6)			85.24%	76.27%	15	6
1720200	Cincinnati, OH	Scott Johnson	Yes		105.60%	(9)	86.41%	(13)	57.77%	(23)			83.26%	74.58%	16	4
1731000	Milwaukee, WI	Brian Schmit	Yes		85.98%	(46)	56.67%	(45)	98.92%	(2)			80.52%	72.88%	17	2
1730500	Saint Louis, MO	Jerome Frick	Yes		100.86%	(16)	98.00%	(9)	42.59%	(44)			80.48%	71.19%	18	3
1750400	Fort Worth, TX	Ronald Cadet	Yes		106.26%	(7)	71.24%	(28)	60.23%	(17)			79.24%	69.49%	19	4
1740700	Tallahassee, FL	Kimberly Wasden	No		84.05%	(52)	91.48%	(10)	53.71%	(28)			76.41%	67.80%	20	7
1740200	Atlanta, GA	Vacant	No		94.00%	(27)	74.41%	(23)	58.87%	(22)			75.76%	66.10%	21	8
1760100	Salt Lake City, UT	John Pennell	Yes	Trending PC; Next 1/Reg	87.81%	(42)	80.99%	(17)	55.28%	(25)			74.70%	64.41%	22	1
1750800	Birmingham, AL	Larry Schifer	No		95.64%	(25)	76.33%	(22)	51.71%	(31)			74.56%	62.71%	23	9
1730100	Knoxville, TN	Richard Lomax	No		105.46%	(10)	67.05%	(32)	50.84%	(33)			74.45%	61.02%	24	4
1710900	South Jersey, NJ	Dahlia Orapello	Yes		90.83%	(35)	76.92%	(21)	55.18%	(26)			74.31%	59.32%	25	3
1730800	Indianapolis, IN	Matthew Roberts	No		98.04%	(22)	66.47%	(34)	53.02%	(30)			72.51%	57.63%	26	5
1720300	Lexington, KY	Gerry Hall	Yes		100.75%	(17)	62.92%	(38)	53.33%	(29)			72.34%	55.93%	27	5
1720800	Baltimore, MD	Michael Ciaffi	Yes		95.99%	(23)	74.37%	(24)	45.43%	(41)			71.93%	54.24%	28	6
1750200	Houston, TX	Vacant	No		88.68%	(40)	67.37%	(31)	59.70%	(19)			71.92%	52.54%	29	5
1710400	Albany, NY	Kimberly Fear	Yes		102.75%	(14)	66.36%	(35)	46.08%	(39)			71.73%	50.85%	30	4
1710500	Buffalo, NY	Craig Waringa	Yes		91.65%	(33)	69.39%	(30)	54.08%	(27)			71.71%	49.15%	31	5
1720600	Washington, DC	Vacant	No		90.06%	(38)	73.59%	(25)	49.33%	(37)			71.00%	47.46%	32	7
1750500	San Antonio, TX	Richard Silverman	Yes		86.14%	(44)	60.87%	(41)	63.26%	(13)			70.09%	45.76%	33	6
1760200	Spokane, WA	Laird Adams	Yes		85.53%	(49)	72.25%	(26)	50.46%	(34)			69.41%	44.07%	34	2
1710700	Philadelphia, PA	Halima Holloway	Yes		93.69%	(29)	63.22%	(37)	50.87%	(32)			69.26%	42.37%	35	6
1730700	Chicago West, IL	Daniel McAvoy	Yes		90.45%	(36)	58.97%	(43)	56.31%	(24)			68.58%	40.68%	36	6
1750300	Dallas, TX	James Galluccio	No		83.10%	(53)	61.32%	(40)	58.99%	(21)			67.80%	38.98%	37	7
1720500	Detroit, MI	Cristina Gleason	Yes		91.72%	(32)	71.91%	(27)	37.99%	(48)			67.20%	37.29%	38	8
1760700	Las Vegas, NV	Christopher Hausbeck	No		91.60%	(34)	62.26%	(39)	47.24%	(38)			67.03%	35.59%	39	3
1720400	Grand Rapids, MI	Randy Wrona	Yes		85.97%	(47)	77.17%	(20)	37.77%	(49)			66.97%	33.90%	40	9
1730400	Kansas City, MO	David Lowe	Yes		88.79%	(39)	66.63%	(33)	45.48%	(40)			66.97%	32.20%	41	7
1720700	Richmond, VA	Steven Zegarski	Yes		90.34%	(37)	69.98%	(29)	39.78%	(46)			66.70%	30.51%	42	10
1740100	South Carolina	LeAvis Sullivan	Yes		87.34%	(43)	51.72%	(51)	60.29%	(16)			66.45%	28.81%	43	10
1710800	Newark, NJ	George Evancho	Yes		99.50%	(19)	60.38%	(42)	37.60%	(50)			65.83%	27.12%	44	7
1710100	Boston, MA	Gregory Byrnes	Yes		85.93%	(48)	64.49%	(36)	44.29%	(42)			64.90%	25.42%	45	8
1730200	Nashville, TN	Erik Nordgren	Yes		84.86%	(51)	56.46%	(46)	50.40%	(35)			63.91%	23.73%	46	8
1760400	Portland, OR	Patrick Nave	Yes		99.14%	(21)	57.01%	(44)	31.29%	(55)			62.48%	22.03%	47	4
1730600	Chicago, IL	Laurie Gallo	Yes		93.16%	(30)	43.60%	(55)	50.29%	(36)			62.35%	20.34%	48	9
1710200	Hartford, CT	James Gill	Yes		92.99%	(31)	55.89%	(48)	35.64%	(52)			61.51%	18.64%	49	9
1750900	Denver, CO	Andrea Buechel	No		93.89%	(28)	52.66%	(50)	36.18%	(51)			60.91%	16.95%	50	8
1760500	Sacramento, CA	Lesley Smith	Yes		85.46%	(50)	53.96%	(49)	39.41%	(47)			59.61%	15.25%	51	5
1760800	Los Angeles, CA	Michele Ringler	Yes		77.36%	(56)	56.09%	(47)	44.16%	(43)			59.20%	13.56%	52	6
1750600	Tucson, AZ	Martin Capanna	Yes		88.08%	(41)	50.72%	(52)	34.19%	(53)			57.66%	11.86%	53	9
1710300	New York, NY	Gary Hinds	Yes		86.05%	(45)	47.70%	(53)	33.24%	(54)			55.66%	10.17%	54	10
1760600	San Francisco, CA	Gina Telford	Yes		74.65%	(57)	46.65%	(54)	40.71%	(45)			54.00%	8.48%	55	7
1760300	Seattle, WA	Becky Snyder	No		81.02%	(55)	41.93%	(56)	22.35%	(58)			48.44%	6.78%	56	8
1730900	Minneapolis, MN	Garry Colquitt	No		81.60%	(54)	38.11%	(57)	22.95%	(57)			47.55%	5.09%	57	10
1760900	San Diego, CA	Scott Roppatte	No		70.98%	(59)	30.44%	(58)	28.71%	(56)			43.37%	3.39%	58	9
1750700	Phoenix, AZ	Christina Daugherty	Yes		73.64%	(58)	14.32%	(59)	19.86%	(59)			35.94%	1.70%	59	10

The 2016 President's Club rankings now shows "interim status," based on current territory trending. Final award winners are dependent on a full 12-months of geography performance and incumbent eligibility.

2016 President's Club Ranking

Performance Criteria:

- ➡ % of Target Earnings (normalizes for different IC targets for TBM I/TBM II)
 - ⊙ Highest average % of Target Earnings over all four quarters will be ranked #1
- ➡ Ranked within Teams (Hysingla, Butrans, Portfolio, ATBM, District)
- ➡ Territory's Annual (12 Month) performance is ranked (Associates are eligible in the geography where they are active for 8 or more months in the program year)
 - ⊙ Field associates must also be active in field for 150 business days
 - ⊙ Individual IC Eligibility is not considered in Territory Ranks
 - ⊙ Associate performance rankings are not prorated across transfer assignments
- ➡ IC earnings may include contest earnings (Q2 Summer SURGE Earnings will apply to Award rankings, whereas Spring FORWARD ePoints will not)
- ➡ IC earnings do not include DFT/RFT payments
- ➡ Territory earnings for New Hires are applied to rankings directly. Capitated ranges for new hire periods -- 75% or 125% -- are not considered for rankings.

Eligibility Criteria:

- ➡ Field Associates must be employed and in good standing for the performance year, up to and including the Award trip date (Spring 2017) in order to participate in President's Club and other Sales Awards
- ➡ Must be hired on or before April 1, 2016 to participate, and active 8 months in winning assignment
- ➡ The transferees must be in top 50% percentile for 1st half 2016 (YTD June) to be eligible
- ➡ Leaves of Absence (LOAs) are not considered active periods in assignments (as defined in Section 6 of 2016 IC Eligibility document)
- ➡ Awards do not cascade, if a winning assignment does not have an eligible associate assigned

2016 President's Club Details

Sales	National Winners	Regional Winners	Total Winners	Business Performance Award (BPA) Next 5% Nationally
Hysingla ER Territory	# 1: Top (1) Hysingla ER Territory Nationally Then, Top (27) Territories Nationally	Then, Top (2) Territories per Region (12)	Up to 40 Territories	Next 3 Hysingla ER Territories per Region
Butrans Territory	# 1: Top (1) Butrans Territory Then, Top (14) Territories Nationally	Then, Top (1) Territories per Region (6)	Up to 21 Territories	Next 2 Butrans Territories per Region
Portfolio Territory	#1: Top (1) Territory Nationally		Up to 1 Territory	Next 1 Portfolio Territory Nationally
Account TBM	Top (2) Nationally		Up to 2 ATBMs	Next 1 ATBM Nationally
Transfer Pool	Top (2) Eligible Transferees, Nationally	--	Up to 2 Nationally Must be in top 50% percentile for 1st half 2016 (YTD June) to be eligible	Next 1 Nationally
District	Top (3) Districts Nationally	Then, Top 1 District per Region (6)	Up to 9 Districts	N/A