



2016 President's Club Leader's Board

Butrans Team (n=203)

August 2016



					Q1		Q2		Q3 QTD (August)		Q4 QTD		YTD			
Territory Code	Territory Name	Incumbent TBM	Eligible	Interim Award Status	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
1750121	Little Rock, AR	Gregory Allen	Yes	Trending PC; Top 15	161.12%	(5)	195.16%	(2)	178.71%	(2)			178.33%	100.00%	1	1
1750122	Jonesboro, AR	Paul Hayden	Yes	Trending PC; Top 15	120.17%	(37)	202.44%	(1)	181.54%	(1)			168.05%	99.51%	2	2
1740922	Tupelo, MS	Leslie Roberson	Yes	Trending PC; Top 15	139.52%	(14)	182.30%	(3)	108.85%	(4)			143.56%	99.01%	3	1
1730120	Asheville, NC	Jacqueline Newton-Butts	Yes	Trending PC; Top 15	144.65%	(11)	175.24%	(5)	94.10%	(15)			138.00%	98.52%	4	1
1740923	Jackson, MS	Christina Simpson	No	Trending PC; Top 15	153.26%	(7)	157.94%	(10)	97.59%	(9)			136.27%	98.02%	5	2
1710621	Pittsburgh South, PA	Cynthia Rohm	Yes	Trending PC; Top 15	146.53%	(9)	157.69%	(11)	98.69%	(8)			134.30%	97.53%	6	1
1741020	Hattiesburg, MS	Nathan Grace	Yes	Trending PC; Top 15	174.37%	(3)	154.72%	(12)	73.14%	(47)			134.08%	97.03%	7	3
1720323	Charleston, WV	Shane Cook	Yes	Trending PC; Top 15	148.22%	(8)	151.52%	(15)	100.10%	(7)			133.28%	96.54%	8	1
1740523	Saint Petersburg, FL	Denise Leonard	Yes	Trending PC; Top 15	166.99%	(4)	154.14%	(14)	73.77%	(45)			131.64%	96.04%	9	4
1740720	Gainesville, FL	Tamala Williams	Yes	Trending PC; Top 15	122.16%	(32)	174.63%	(7)	92.94%	(16)			129.91%	95.55%	10	5
1740421	Jacksonville South, FL	Rana Rukab	Yes	Trending PC; Top 15	104.56%	(51)	175.01%	(6)	105.42%	(5)			128.33%	95.05%	11	6
1740621	West Palm Beach, FL	Janeka White	Yes	Trending PC; Top 15	124.92%	(29)	162.04%	(9)	97.22%	(10)			128.06%	94.55%	12	7
1740521	Tampa North, FL	Brenda Wiggs	Yes	Trending PC; Top 15	132.01%	(19)	154.64%	(13)	96.39%	(11)			127.68%	94.06%	13	8
1740920	Huntsville, AL	Saleeta Spencer	Yes	Trending PC; Top 15	141.56%	(13)	175.32%	(4)	65.28%	(74)			127.38%	93.56%	14	9
1740622	Miami, FL	Diana Muller	Yes	Trending PC; Top 15	133.87%	(17)	167.10%	(8)	67.36%	(65)			122.78%	93.07%	15	10
1750120	Shreveport, LA	Chase Coyle	Yes	Trending PC; Next 1/Reg	136.58%	(16)	132.95%	(20)	88.45%	(24)			119.33%	92.57%	16	3
1750821	Tulsa South, OK	Ray Hall	No	Trending BPA; Next 2/Reg	178.57%	(2)	93.97%	(57)	82.59%	(33)			118.38%	92.08%	17	4
1740522	Tampa South, FL	Tylene Aldridge	Yes	Trending PC; Next 1/Reg	124.83%	(30)	132.13%	(21)	89.42%	(20)			115.46%	91.58%	18	11
1740422	Daytona Beach, FL	Curtis Epps Jr	Yes	Trending BPA; Next 2/Reg	104.40%	(52)	141.15%	(17)	94.88%	(14)			113.48%	91.09%	19	12
1720322	Huntington, WV	Jeffrey Waugh	Yes	Trending PC; Next 1/Reg	129.38%	(22)	111.31%	(36)	96.31%	(12)			112.33%	90.59%	20	2
1730320	Evansville, IN	Lisa Jones	Yes	Trending PC; Next 1/Reg	160.30%	(6)	119.16%	(27)	53.04%	(110)			110.84%	90.10%	21	2
1751020	Omaha, NE	Rebecca Granstrom	Yes	Trending BPA; Next 2/Reg	99.87%	(69)	135.17%	(19)	87.20%	(25)			107.41%	89.60%	22	5
1751021	Topeka, KS	Jana Dworak	Yes		100.13%	(68)	115.99%	(31)	103.81%	(6)			106.65%	89.11%	23	6
1730523	Jefferson City, MO	Kyle Steinbecker	Yes	Trending BPA; Next 2/Reg	130.87%	(20)	110.63%	(39)	73.03%	(48)			104.84%	88.61%	24	3
1721022	Winston Salem, NC	Stephanie Coggins	Yes	Trending BPA; Next 2/Reg	115.93%	(38)	130.29%	(23)	67.96%	(62)			104.72%	88.12%	25	3
1760121	Provo, UT	Brandon Guzzo	No	Trending PC; Next 1/Reg	125.28%	(27)	108.95%	(42)	79.49%	(35)			104.57%	87.62%	26	1
1740420	Jacksonville North, FL	Robert Pirrello Jr.	Yes	Trending BPA; Next 2/Reg	125.13%	(28)	108.76%	(43)	77.65%	(38)			103.85%	87.13%	27	13
1740323	Macon, GA	Laura Maley	Yes		107.53%	(45)	114.06%	(33)	88.89%	(21)			103.49%	86.63%	28	14
1710620	Pittsburgh North, PA	Gerald Mendel	Yes	Trending PC; Next 1/Reg	130.49%	(21)	115.55%	(32)	54.95%	(102)			100.33%	86.14%	29	2
1711022	Akron, OH	Clifford Reich	Yes	Trending BPA; Next 2/Reg	87.17%	(142)	123.41%	(25)	88.56%	(23)			99.71%	85.64%	30	3
1740321	Albany, GA	Stephen Chapman	Yes		83.35%	(160)	150.58%	(16)	61.84%	(87)			98.59%	85.15%	31	15
1760720	Fresno, CA	Josh Mergy	Yes	Trending BPA; Next 2/Reg	145.23%	(10)	103.43%	(49)	43.64%	(131)			97.43%	84.65%	32	2
1760422	Redding, CA	Wesley Franks Jr.	Yes	Trending BPA; Next 2/Reg	123.75%	(31)	94.36%	(55)	71.58%	(51)			96.56%	84.16%	33	3
1741023	Lafayette, LA	Deborah Delhomme Greene	Yes		85.62%	(151)	107.63%	(45)	96.18%	(13)			96.48%	83.66%	34	16
1720422	Lansing, MI	Terri Griffin	Yes	Trending BPA; Next 2/Reg	95.18%	(99)	122.70%	(26)	70.77%	(56)			96.22%	83.17%	35	4
1720921	Wilmington, NC	Andrew Meighen	Yes		141.77%	(12)	97.87%	(52)	47.98%	(119)			95.87%	82.67%	36	5
1721021	Fayetteville, NC	Amanda Stone	Yes		127.22%	(24)	91.75%	(63)	67.95%	(63)			95.64%	82.18%	37	6
1711021	Canton, OH	Gregg Montgomery	Yes	Trending BPA; Next 2/Reg	93.72%	(113)	108.47%	(44)	84.62%	(30)			95.60%	81.68%	38	4
1740822	Birmingham North, AL	Jahanna Cole	Yes		85.48%	(153)	139.88%	(18)	60.08%	(91)			95.15%	81.19%	39	17
1750123	Fayetteville, AR	Sandra Cooper	No		126.96%	(25)	90.77%	(65)	67.43%	(64)			95.06%	80.69%	40	7
1740620	Melbourne, FL	Jessica Wilgeroth	Yes		100.67%	(65)	92.05%	(61)	91.82%	(18)			94.85%	80.20%	41	18
1721020	Salisbury, NC	Larry Moore Jr	Yes		105.16%	(50)	93.17%	(59)	84.62%	(29)			94.32%	79.70%	42	7
1740520	Naples, FL	Michele Vutech	Yes		192.34%	(1)	60.66%	(130)	27.51%	(172)			93.50%	79.21%	43	19
1710521	Erie, PA	Thomas Kelley	Yes		94.11%	(108)	94.90%	(54)	90.73%	(19)			93.25%	78.71%	44	5
1711023	Youngstown, OH	Krista Younger	Yes		77.71%	(172)	131.03%	(22)	70.72%	(57)			93.15%	78.22%	45	6
1740721	Tallahassee, FL	Quinton Nealy	Yes		96.13%	(90)	126.35%	(24)	56.43%	(96)			92.97%	77.72%	46	20
1760220	Boise, ID	George Bond	Yes		100.68%	(64)	112.38%	(35)	65.14%	(75)			92.73%	77.23%	47	4
1750223	Houston South, TX	Leah Drummer	Yes		95.55%	(94)	116.50%	(29)	64.19%	(81)			92.08%	76.73%	48	8
1720222	Louisville, KY	Whitney Richardson	Yes		100.57%	(66)	91.42%	(64)	83.63%	(31)			91.87%	76.24%	49	8
1720721	Roanoke, VA	Jennifer Plunkett	Yes		101.36%	(62)	106.11%	(48)	65.42%	(72)			90.96%	75.74%	50	9
1750422	Wichita Falls, TX	Tera Holland	Yes		120.31%	(34)	94.24%	(56)	56.41%	(97)			90.32%	75.25%	51	9
1710920	Levittown, PA	Meagan Kearney	Yes		95.03%	(101)	107.16%	(47)	68.39%	(61)			90.19%	74.75%	52	7
1740223	Rome, GA	Vacant	No		108.98%	(43)	83.76%	(74)	77.71%	(37)			90.15%	74.26%	53	21
1720221	Dayton, OH	Pushpa Patel	Yes		120.18%	(36)	113.77%	(34)	32.96%	(159)			88.97%	73.76%	54	10
1750321	Sherman, TX	Melissa Smith	Yes		126.45%	(26)	76.78%	(93)	62.51%	(86)			88.58%	73.27%	55	10
1740820	Dothan, AL	Theodore Bowser III	Yes													

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1750320	Tyler, TX	Nickey Pulley	Yes		69.89%	(184)	63.93%	(121)	81.91%	(34)			71.91%	46.04%	110	19
1760622	San Francisco, CA	Mariana Broussard	Yes		84.44%	(156)	65.01%	(120)	65.43%	(71)			71.63%	45.55%	111	9
1720720	Abingdon, VA	Teddy Mullens	Yes		97.80%	(80)	55.58%	(142)	60.58%	(89)			71.32%	45.05%	112	25
1710322	Brooklyn, NY	Steven Brownstone	Yes		93.67%	(114)	58.71%	(135)	60.65%	(88)			71.01%	44.55%	113	15
1750524	San Antonio, TX	Christopher Calland	Yes		76.70%	(175)	92.94%	(60)	42.94%	(134)			70.86%	44.06%	114	20
1730722	Aurora, IL	Bethany Drow	Yes		85.87%	(150)	59.44%	(133)	67.16%	(66)			70.82%	43.56%	115	15
1710421	Albany, NY	Jeniffer Bedinotti	Yes		99.79%	(70)	69.80%	(104)	42.48%	(135)			70.69%	43.07%	116	16
1711020	Cleveland, OH	Terri Conway	Yes		98.06%	(79)	77.20%	(91)	36.78%	(150)			70.68%	42.57%	117	17
1750420	Arlington, TX	Carol Ehret	Yes		98.56%	(77)	60.08%	(132)	51.66%	(113)			70.10%	42.08%	118	21
1730422	Springfield, MO	Cara Domann	Yes		101.40%	(61)	73.37%	(97)	35.23%	(155)			70.00%	41.58%	119	16
1710222	New Haven, CT	Karen Klas	Yes		120.42%	(33)	61.87%	(126)	27.42%	(173)			69.90%	41.09%	120	18
1740320	Athens, GA	Sarah Leatherwood	Yes		109.99%	(42)	52.00%	(155)	44.12%	(129)			68.70%	40.59%	121	32
1730522	Saint Louis, MO	Ellen Blom	Yes		98.23%	(78)	85.49%	(69)	22.06%	(186)			68.59%	40.10%	122	17
1730720	Peoria, IL	Ericka Hendrickson	Yes		90.42%	(128)	78.28%	(88)	36.61%	(151)			68.44%	39.60%	123	18
1760122	Salt Lake City, UT	David Earl	Yes		100.78%	(63)	69.21%	(108)	35.21%	(156)			68.40%	39.11%	124	10
1720820	Frederick, MD	June Cuddy	Yes		82.93%	(163)	76.92%	(92)	44.79%	(125)			68.21%	38.61%	125	26
1730220	Cookeville, TN	Monica Kessinger	Yes		101.83%	(59)	60.92%	(129)	40.56%	(139)			67.77%	38.12%	126	19
1720522	Southfield, MI	Lavertis Vasser	Yes		90.71%	(125)	67.49%	(114)	44.43%	(128)			67.54%	37.62%	127	27
1730520	Springfield, IL	Paul Steimle	Yes		93.84%	(110)	80.91%	(79)	27.65%	(171)			67.47%	37.13%	128	20
1731022	Green Bay, WI	Dawn Zlevor	Yes		70.97%	(181)	54.32%	(146)	76.64%	(39)			67.31%	36.63%	129	21
1750920	Boulder, CO	Vacant	No		91.77%	(121)	70.06%	(103)	38.34%	(146)			66.72%	36.14%	130	22
1720822	Towson, MD	Krystle Allen	Yes		96.02%	(91)	78.71%	(86)	25.43%	(176)			66.72%	35.64%	131	28
1750522	Austin North, TX	Michael McPherson	Yes		95.00%	(102)	46.53%	(165)	58.59%	(95)			66.71%	35.15%	132	23
1710321	New York, NY	Kevin Davis	Yes		87.99%	(138)	65.96%	(119)	43.14%	(133)			65.69%	34.65%	133	19
1730221	Chattanooga, TN	Jeffrey Witt	Yes		81.48%	(166)	68.28%	(111)	47.32%	(120)			65.69%	34.16%	134	22
1710121	Nashua, NH	Michael McKnight	Yes		78.11%	(170)	79.90%	(83)	39.06%	(143)			65.69%	33.66%	135	20
1760221	Spokane, WA	Manuel Ascencio	No		95.25%	(98)	67.07%	(117)	34.58%	(158)			65.63%	33.17%	136	11
1750220	Lake Charles, LA	John Speyrer	Yes		93.74%	(112)	52.70%	(153)	50.41%	(115)			65.62%	32.67%	137	24
1740821	Birmingham South, AL	Vacant	No		98.82%	(74)	57.55%	(140)	40.16%	(140)			65.51%	32.18%	138	33
1710720	Lancaster, PA	Jennifer Sefton	Yes		88.39%	(135)	70.96%	(102)	36.13%	(153)			65.16%	31.68%	139	21
1750324	Dallas North, TX	Michelle Oehler	Yes		76.47%	(176)	58.59%	(137)	59.30%	(93)			64.79%	31.19%	140	25
1760620	Santa Rosa, CA	Stacy St. George	Yes		88.41%	(134)	61.19%	(128)	43.60%	(132)			64.40%	30.69%	141	12
1740122	Columbia, SC	Mark McCandlish	Yes		89.74%	(130)	52.99%	(152)	50.36%	(116)			64.36%	30.20%	142	34
1720420	Traverse City, MI	Kyle Hislop	Yes		73.73%	(179)	85.41%	(70)	32.42%	(162)			63.85%	29.70%	143	29
1740121	Charleston, SC	Jennifer Williams	Yes		96.78%	(85)	39.31%	(173)	54.81%	(103)			63.63%	29.21%	144	35
1730620	Chicago North, IL	Kimberly Stewart	Yes		95.54%	(95)	39.30%	(174)	55.47%	(100)			63.44%	28.71%	145	23
1750621	Albuquerque, NM	David Rascon	No		95.81%	(93)	46.83%	(164)	46.10%	(122)			62.91%	28.22%	146	26
1750423	Fort Worth, TX	Kevin Hutto	Yes		94.79%	(105)	52.54%	(154)	40.73%	(137)			62.69%	27.72%	147	27
1730420	Kansas City North, MO	Daniel Prichard	Yes		96.82%	(84)	51.75%	(156)	37.40%	(148)			61.99%	27.23%	148	24
1730121	Johnson City, TN	Carrie Young	No		103.61%	(54)	54.22%	(148)	23.02%	(180)			60.28%	26.73%	149	25
1720421	Grand Rapids, MI	Matthew Meachum	Yes		98.68%	(75)	58.21%	(138)	23.96%	(179)			60.28%	26.24%	150	30
1750820	Tulsa North, OK	Norman Sandusky	Yes		84.85%	(155)	50.86%	(160)	44.82%	(124)			60.18%	25.74%	151	28
1730222	Murfreesboro, TN	Benjamin Thigpen	Yes		52.11%	(195)	38.94%	(176)	88.57%	(22)			59.87%	25.25%	152	26
1710420	Syracuse, NY	Matthew Bartolo	Yes		97.51%	(82)	53.00%	(151)	28.89%	(167)			59.80%	24.75%	153	22
1750224	Houston West, TX	Angela Lawrence	Yes		81.12%	(167)	67.19%	(115)	29.95%	(164)			59.42%	24.26%	154	29
1740320	Augusta, GA	Cheri Tutt	Yes		78.34%	(169)	30.68%	(189)	68.96%	(60)			59.33%	23.76%	155	36
1750622	Tucson, AZ	Barbara Sparrow	Yes		83.28%	(162)	58.64%	(136)	35.85%	(154)			59.25%	23.27%	156	30
1730223	Nashville, TN	Paige Richardson	Yes		84.35%	(157)	51.59%	(157)	39.70%	(141)			58.55%	22.77%	157	27
1720622	Washington, DC	Deborah Williams	No		98.56%	(76)	39.77%	(171)	37.01%	(149)			58.45%	22.28%	158	31
1760520	Modesto, CA	David Walters	Yes		77.95%	(171)	53.42%	(149)	43.85%	(130)			58.41%	21.78%	159	13
1710820	Allentown, PA	Carolyn Basilone	Yes		94.37%	(106)	42.15%	(169)	38.45%	(144)			58.33%	21.29%	160	23
1740123	Greenville, SC	James Madden	Yes		71.08%	(180)	49.45%	(162)	53.84%	(109)			58.12%	20.79%	161	37
1710122	Springfield, MA	Gregory Rothermich	Yes		96.53%	(88)	54.27%	(147)	22.41%	(183)			57.74%	20.30%	162	24
1720321	London, KY	Christopher McCowan	Yes		91.08%	(123)	34.90%	(183)	44.78%	(126)			56.92%	19.80%	163	32
1720821	Baltimore, MD	Lynn Slovin	Yes		107.31%	(46)	45.38%	(167)	16.72%	(198)			56.47%	19.31%	164	33
1710520	Buffalo, NY	Melissa Alaimo	Yes		82.22%	(165)	39.14%	(175)	46.10%	(123)			55.82%	18.81%	165	25
1720120	Kalamazoo, MI	Arhea Norton	Yes		50.64%	(196)	61.91%	(125)	54.44%	(104)			55.67%	18.32%	166	34
1720723	Norfolk, VA	Vacant	No		90.70%	(126)	57.11%	(141)	18.77%	(194)			55.52%	17.82%	167	35
1710922	Trenton, NJ	John Walters	Yes		86.20%	(148)	49.47%	(161)	29.08%	(166)			54.92%	17.33%	168	26
1730820	Fort Wayne, IN	Vacant	No		94.99%	(103)	34.08%	(185)	35.06%	(157)			54.71%	16.83%	169	28
1740921	Florence, AL	Lyndsie Fowler	Yes		70.76%	(182)	72.75%	(98)	20.29%	(190)			54.60%	16.34%	170	38
1710622	Altoona, PA	Vicki Leiden-Woodring	Yes		85.58%	(152)	55.52%	(144)	22.64%	(182)			54.58%	15.84%	171	27
1710821	Newark, NJ	Carmen Scarpignato	Yes		87.16%	(143)	53.15%	(150)	20.35%	(188)			53.55%	15.35%	172	28
1710220	New Bedford, MA	Robert McBrier	Yes		83.90%	(159)	48.51%	(163)	28.03%	(170)			53.48%	14.85%	173	29
1760321	Tacoma, WA	Vacant	No		92.82%	(117)	38.24%	(177)	29.34%	(165)			53.47%	14.36%	174	14
1750620	Lubbock, TX	Helen Reyes	Yes		94.32%	(107)	39.43%	(172)	24.06%	(178)			52.60%	13.86%	175	31
1760921	Murrieta, CA	Rodney Bass	No		86.21%	(147)	16.00%	(200)	55.51%	(99)			52.57%	13.37%	176	15
1710320	Hicksville, NY	Jonathan Pickelny	Yes		88.11%	(137)	45.73%	(166)	22.79%	(181)			52.21%	12.87%	177	30
1750921	Colorado Springs, CO	Kurt Knight	Yes		96.30%	(89)	37.23%	(179)	20.36%	(187)			51.30%	12.38%	178	32
1740723	Mobile, AL	Elizabeth Williams	No		67.37%	(185)	58.82%	(134)	27.14%	(174)			51.11%	11.88%	179	39
1730622	South Bend, IN	Anthony Mattucci	Yes		95.33%	(97)	25.43%	(194)	30.17%	(163)			50.31%	11.39%	180	29
1710722	Philadelphia, PA	James Kenville	Yes		84.92%	(154)	34.61%	(184)	28.68%	(168)			49.40%	10.89%	181	31
1760722	Las Vegas, NV	Aida Maxsam	Yes		95.13%	(100)	26.01%	(193)	24.93%	(177)			48.69%	10.40%	182	16
1750520	Victoria, TX	Amber Marsh	Yes		33.95%	(201)	51.28%	(158)	59.47%	(92)			48.23%	9.90%	183	33
1760821	Los Angeles East, CA	Rafael Mirasol	Yes		90.19%	(129)	26.97%	(192)	25.98%	(175)			47.71%	9.41%	184	17
1760822	Los Angeles West, CA	Megan Pappas	No		44.76%	(197)	41.32%	(170)	54.30%	(105)			46.79%	8.91%	185	18
1760421	Eugene, OR	John McNamee	Yes		79.96%	(168)	44.71%	(168)	14.50%	(202)			46.39%	8.42%	186	19
1760920	San Diego, CA	Raymond Cox	Yes		57.91%	(192)	32.94%	(187)	44.57%	(127)			45.14%	7.92%	187	20
1750221	Beaumont, TX	James Rogers	Yes		55.02%	(193)	36.16%	(182)	40.58%	(138)			43.92%	7.43%	188	34
1760420	Portland, OR	Matthew Medina	Yes		84.10%	(158)	32.66%	(188)	14.93%	(201)			43.90%	6.93%	189	21
1760621	San Jose, CA	Scott Lineberry	No		76.96%	(174)	34.02%	(186)	19.13%	(193)			43.37%	6.44%	190	22
1750523	Austin South, TX	Nancy Jones	Yes		61.29%	(189)	30.30%	(191)	36.48%	(152)			42.69%	5.94%	191	35
1760521	Sacramento, CA	Michael Hethcoat	Yes		70.01%	(183)	36.80%	(181)	20.33%	(189)			42.38%	5.45%	192	23
1750722	Phoenix South, AZ	Kevin Johannesen	Yes		88.36%	(136)	13.50%	(202)	18.04%	(195)			39.97%	4.95%	193	36
1730423	Overland Park, KS	Chad Becker	Yes		74.61%	(178)	30.32%	(190)	13.58%	(203)			39.50%	4.46%	194	30
1750721	Phoenix North, AZ	Lori Lawson	Yes		59.94%	(190)	36.98%	(180)	19.51%	(191)			38.81%	3.96%	195	37
175032																

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