



2016 President's Club Leader's Board

Hysingla ER Team (n=382)

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
1750102	Jonesboro, AR	Tana Chastain	Yes	Trending PC; Top 28	148.08%	(18)	219.86%	(3)	193.18%	(3)			187.04%	100.00%	1	1
1750107	Texarkana, TX	Bryan Smith	Yes	Trending PC; Top 28	167.12%	(13)	196.49%	(4)	180.13%	(5)			181.25%	99.74%	2	2
1750104	Little Rock South, AR	Jill Hutchins	Yes	Trending PC; Top 28	87.60%	(218)	230.57%	(2)	191.99%	(4)			170.05%	99.48%	3	3
1730307	Cape Girardeau, MO	Richard Carr	Yes	Trending PC; Top 28	74.74%	(300)	247.70%	(1)	151.93%	(9)			158.12%	99.21%	4	1
1750103	Little Rock North, AR	Vance Walker	No	Trending PC; Top 28	85.64%	(230)	161.17%	(15)	222.83%	(1)			156.55%	98.95%	5	4
1750404	Lawton, OK	Kenneth Daniel	Yes	Trending PC; Top 28	237.10%	(1)	137.94%	(31)	80.97%	(58)			152.01%	98.69%	6	5
1721007	Fayetteville, NC	Cheryl Hunter	Yes	Trending PC; Top 28	186.86%	(6)	169.06%	(11)	76.85%	(73)			144.25%	98.43%	7	1
1750101	Shreveport, LA	Vacant	No	Trending PC; Top 28	146.57%	(19)	177.81%	(5)	94.83%	(28)			139.74%	98.16%	8	6
1720103	Springfield, OH	Kendra Wise	Yes	Trending PC; Top 28	177.14%	(10)	169.75%	(9)	65.06%	(131)			137.32%	97.90%	9	2
1740402	Jacksonville North, FL	James Speed	Yes	Trending PC; Top 28	187.09%	(5)	118.32%	(61)	101.86%	(21)			135.76%	97.64%	10	1
1750402	Fort Worth North, TX	Jason Stewart	Yes	Trending PC; Top 28	79.12%	(270)	169.37%	(10)	156.47%	(6)			134.99%	97.38%	11	7
1730208	Franklin, TN	Tanya Williams	Yes	Trending PC; Top 28	75.21%	(297)	113.96%	(68)	215.46%	(2)			134.88%	97.11%	12	2
1720206	Louisville East, KY	Mark Klein	Yes	Trending PC; Top 28	140.51%	(24)	174.27%	(7)	88.94%	(40)			134.58%	96.85%	13	3
1710503	Buffalo South, NY	Sandra Porter	Yes	Trending PC; Top 28	158.59%	(16)	161.52%	(14)	81.91%	(55)			134.00%	96.59%	14	1
1720307	Huntington, WV	Carol Debord	Yes	Trending PC; Top 28	190.50%	(4)	135.10%	(35)	72.96%	(93)			132.85%	96.33%	15	4
1720101	Columbus East, OH	Preston Orndoff	Yes	Trending PC; Top 28	104.03%	(116)	163.35%	(12)	130.57%	(12)			132.65%	96.06%	16	5
1711007	Canton, OH	Robert Wolfe	Yes	Trending PC; Top 28	183.76%	(7)	133.48%	(36)	77.59%	(68)			131.61%	95.80%	17	2
1710903	Cherry Hill, NJ	Joseph Theis Jr	Yes	Trending PC; Top 28	127.25%	(43)	172.95%	(8)	89.53%	(37)			129.91%	95.54%	18	3
1740307	Columbus, GA	Sterling Sebek	Yes	Trending PC; Top 28	121.19%	(55)	155.56%	(18)	108.48%	(17)			128.41%	95.28%	19	2
1720202	Dayton West, OH	Beth Meyer	Yes	Trending PC; Top 28	169.61%	(12)	138.52%	(29)	66.91%	(122)			125.01%	95.01%	20	6
1730102	Hendersonville, NC	Joseph Branson	Yes	Trending PC; Top 28	140.78%	(23)	141.29%	(26)	90.49%	(33)			124.19%	94.75%	21	3
1740806	Dothan, AL	Joe Read	Yes	Trending PC; Top 28	173.85%	(11)	139.35%	(27)	53.80%	(185)			122.33%	94.49%	22	3
1720906	Raleigh East, NC	Maria Anderson	Yes	Trending PC; Top 28	120.07%	(59)	146.07%	(23)	99.68%	(24)			121.94%	94.23%	23	7
1710605	Mount Pleasant, PA	Hope Cox	Yes	Trending PC; Top 28	130.43%	(38)	160.37%	(17)	71.33%	(99)			120.71%	93.96%	24	4
1720203	Dayton East, OH	Andrea Metcalf	Yes	Trending PC; Top 28	132.98%	(32)	163.09%	(13)	65.60%	(129)			120.56%	93.70%	25	8
1720902	New Bern, NC	Wendy Chapman	Yes	Trending PC; Top 28	201.26%	(2)	124.64%	(48)	33.22%	(293)			119.71%	93.44%	26	9
1740901	Huntsville, AL	Mark Brewer	No	Trending PC; Top 28	133.22%	(31)	149.81%	(21)	75.86%	(76)			119.63%	93.18%	27	4
1741005	Houma, LA	Carrie Authement	Yes	Trending PC; Top 28	111.59%	(85)	148.82%	(22)	97.60%	(26)			119.33%	92.91%	28	5
1760407	Chico, CA	Eric Dutra	No	Trending BPA; Next 2/Reg	194.86%	(3)	111.51%	(76)	51.16%	(205)			119.18%	92.65%	29	1
1730504	Saint Louis North, MO	Micaela Schmiedeskamp	Yes	Trending PC; Next 2/Reg	113.85%	(78)	175.44%	(6)	67.04%	(121)			118.78%	92.39%	30	4
1741003	Slidell, LA	Natalie Simone Timmons	Yes	Trending PC; Next 2/Reg	111.81%	(84)	151.00%	(20)	88.75%	(41)			117.18%	92.13%	31	6
1730302	Jackson, TN	John Jones	Yes	Trending PC; Next 2/Reg	161.09%	(14)	110.71%	(80)	78.21%	(67)			116.67%	91.86%	32	5
1730303	Clarksville, TN	Dawn Hively	Yes	Trending BPA; Next 3/Reg	132.54%	(34)	155.06%	(19)	59.92%	(152)			115.84%	91.60%	33	6
1721005	Salisbury, NC	Timothy Weibel	Yes	Trending PC; Next 2/Reg	108.88%	(99)	135.15%	(34)	95.54%	(27)			113.19%	91.34%	34	10
1720405	Lansing, MI	Todd Roy	Yes	Trending PC; Next 2/Reg	178.72%	(8)	97.48%	(108)	58.84%	(161)			111.68%	91.08%	35	11
1750801	Broken Arrow, OK	Cullen Bryant	No	Trending PC; Next 2/Reg	121.99%	(52)	110.54%	(81)	101.82%	(22)			111.45%	90.81%	36	8
1710906	Toms River, NJ	Brett Cooper	Yes	Trending PC; Next 2/Reg	97.41%	(158)	144.80%	(25)	89.70%	(35)			110.64%	90.55%	37	5
1740503	Clearwater, FL	Elyse Vosselmann	Yes	Trending PC; Next 2/Reg	137.68%	(27)	125.85%	(47)	67.35%	(118)			110.29%	90.29%	38	7
1731005	Milwaukee South, WI	Nathan Feuerer	Yes	Trending BPA; Next 3/Reg	86.76%	(225)	102.34%	(98)	137.89%	(11)			109.00%	90.03%	39	7
1750105	Fayetteville, AR	Lisa Vinson	Yes	Trending PC; Next 2/Reg	128.42%	(41)	86.04%	(138)	109.89%	(16)			108.12%	89.76%	40	9
1740603	Miami, FL	Jose Lebron Aldamuy	Yes	Trending BPA; Next 3/Reg	80.96%	(258)	160.49%	(16)	76.86%	(72)			106.10%	89.50%	41	8
1740604	West Palm Beach, FL	Barbara Miller	Yes	Trending BPA; Next 3/Reg	105.26%	(113)	123.38%	(50)	88.69%	(42)			105.78%	89.24%	42	9
1740701	Ocala, FL	Ashley Poser	Yes	Trending BPA; Next 3/Reg	88.87%	(205)	145.96%	(24)	81.00%	(57)			105.28%	88.98%	43	10
1740602	Fort Pierce, FL	Eric Perham	Yes		120.94%	(57)	120.55%	(54)	72.82%	(95)			104.77%	88.71%	44	11
1710601	New Castle, PA	Richard Querriera	Yes	Trending PC; Next 2/Reg	113.04%	(79)	127.67%	(41)	71.10%	(101)			103.93%	88.45%	45	6
1750306	Sherman, TX	Carrie Lowry	Yes	Trending BPA; Next 3/Reg	129.11%	(40)	121.71%	(53)	60.96%	(146)			103.93%	88.19%	46	10
1730404	Springfield North, MO	Scott Simpson	Yes	Trending BPA; Next 3/Reg	110.73%	(90)	127.14%	(42)	73.79%	(84)			103.89%	87.93%	47	8
1760102	Sandy, UT	Lance Arnout	Yes	Trending PC; Next 2/Reg	91.41%	(190)	96.71%	(111)	123.40%	(15)			103.84%	87.66%	48	2
1740904	Tupelo, MS	Megan McCarty	Yes		120.57%	(58)	135.64%	(32)	55.22%	(177)			103.81%	87.40%	49	12
1741002	Gulfport, MS	John Warren	Yes		124.70%	(48)	110.41%	(82)	74.97%	(77)			103.36%	87.14%	50	13
1750205	Houston South, TX	Demarcus Blake	Yes	Trending BPA; Next 3/Reg	106.98%	(107)	123.84%	(49)	79.14%	(66)			103.32%	86.88%	51	11
1710604	Pittsburgh East, PA	Beth LaFace	Yes	Trending BPA; Next 3/Reg	146.00%	(20)	95.46%	(116)	67.56%	(117)			103.01%	86.61%	52	7
1711004	Akron, OH	Rodney Griffith	Yes	Trending BPA; Next 3/Reg	117.57%	(65)	113.24%	(72)	77.35%	(69)			102.72%	86.35%	53	8
1760103	Ogden, UT	Dean Phelps	Yes	Trending BPA; Next 3/Reg	90.15%	(200)	130.28%	(39)	87.27%	(47)			102.			

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1730101	Asheville, NC	Mitchell Wike	Yes		105.31%	(112)	86.39%	(136)	79.29%	(65)			90.33%	72.70%	105	17
1731006	Madison, WI	Jacob Cole	Yes		79.79%	(265)	65.17%	(243)	125.95%	(14)			90.30%	72.44%	106	18
1760104	Saint George, UT	Mark Lowder	Yes		56.55%	(359)	86.02%	(139)	128.17%	(13)			90.25%	72.18%	107	8
1740406	Clermont, FL	Tracy Sturgill	Yes		99.20%	(149)	82.90%	(154)	88.06%	(43)			90.05%	71.92%	108	28
1730804	Columbus, IN	Clinton Hofmann	Yes		72.47%	(311)	97.59%	(107)	99.81%	(23)			89.96%	71.65%	109	19
1720802	Towson, MD	Michele Gerbes	Yes		135.88%	(28)	75.74%	(191)	57.93%	(165)			89.85%	71.39%	110	22
1730802	Indianapolis North, IN	Contessa Deaner	Yes		128.25%	(42)	75.33%	(194)	64.25%	(133)			89.27%	71.13%	111	20
1740803	Birmingham East, AL	Patricia Thomas	Yes		99.38%	(146)	116.73%	(65)	51.40%	(201)			89.17%	70.87%	112	29
1740106	Orangeburg, SC	Mark Waldrop	Yes		78.86%	(273)	84.42%	(147)	103.62%	(19)			88.97%	70.60%	113	30
1741004	New Orleans, LA	Dean Latusek	Yes		115.02%	(74)	84.01%	(148)	67.57%	(116)			88.87%	70.34%	114	31
1750907	Colorado Springs, CO	Joseph Panek	Yes		121.32%	(54)	96.63%	(113)	48.19%	(213)			88.71%	70.08%	115	19
1720305	Beckley, WV	Matthew Goodwin	Yes		143.30%	(21)	68.47%	(221)	53.76%	(187)			88.51%	69.82%	116	23
1731004	Milwaukee North, WI	Jonathon Gang	Yes		77.02%	(283)	35.08%	(346)	151.64%	(10)			87.91%	69.55%	117	21
1740905	Greenville, MS	Vacant	No		83.58%	(242)	126.78%	(44)	53.31%	(191)			87.89%	69.29%	118	32
1750403	Fort Worth East, TX	Mary Eastland	Yes		92.09%	(186)	90.61%	(126)	80.73%	(59)			87.81%	69.03%	119	20
1720901	Greenville, NC	Kristin Evans	Yes		119.64%	(61)	59.91%	(266)	83.85%	(50)			87.80%	68.77%	120	24
1740504	Sarasota, FL	Toni-Jean Price	Yes		114.82%	(75)	91.17%	(125)	57.17%	(171)			87.72%	68.50%	121	33
1710804	Morristown, NJ	James Franzetti	Yes		119.68%	(60)	103.86%	(93)	38.72%	(259)			87.42%	68.24%	122	16
1740807	Tuscaloosa, AL	Christopher Waller	Yes		103.44%	(121)	81.12%	(160)	77.32%	(70)			87.29%	67.98%	123	34
1751001	Sioux Falls, SD	Lynda Hoffman	Yes		94.14%	(176)	108.81%	(84)	57.01%	(172)			86.65%	67.72%	124	21
1750401	Fort Worth West, TX	Shanon Copher	Yes		91.10%	(194)	100.40%	(103)	68.45%	(111)			86.65%	67.45%	125	22
1710101	Augusta, ME	Erik Hanson	Yes		125.45%	(47)	76.85%	(187)	57.59%	(167)			86.63%	67.19%	126	17
1720904	Durham, NC	Julie Crosby	No		138.12%	(26)	94.86%	(120)	26.22%	(331)			86.40%	66.93%	127	25
1720502	Sterling Heights, MI	Tracy Taiariol	Yes		86.24%	(228)	112.97%	(74)	59.71%	(155)			86.30%	66.67%	128	26
1710402	Utica, NY	Gabriel Fisher	Yes		115.42%	(71)	82.08%	(156)	61.26%	(144)			86.25%	66.40%	129	18
1750804	Tulsa South, OK	Jennifer Mason	Yes		134.44%	(29)	73.60%	(201)	50.52%	(207)			86.19%	66.14%	130	23
1730306	Paducah, KY	Christina Howerton	Yes		132.86%	(33)	85.32%	(144)	40.23%	(251)			86.14%	65.88%	131	22
1730901	West Des Moines, IA	Abby Sieverding	Yes		87.43%	(220)	87.81%	(133)	81.91%	(54)			85.72%	65.62%	132	23
1710406	Scranton, PA	Allan Bakunas	Yes		104.77%	(114)	83.71%	(150)	68.41%	(112)			85.63%	65.35%	133	19
1720703	Lynchburg, VA	Eugene Hairston Jr	Yes		109.01%	(98)	96.45%	(115)	51.24%	(202)			85.56%	65.09%	134	27
1740805	Montgomery, AL	Kalika Gibbons	No		93.05%	(180)	88.54%	(130)	73.27%	(90)			84.95%	64.83%	135	35
1720504	Detroit, MI	Heidi Wiegand	Yes		111.84%	(83)	96.66%	(112)	46.27%	(219)			84.93%	64.57%	136	28
1730702	Crystal Lake, IL	Carol DeVries-Witucki	Yes		92.02%	(187)	88.37%	(131)	73.99%	(81)			84.79%	64.30%	137	24
1740407	Orlando, FL	Janette Martin	No		100.18%	(139)	73.49%	(203)	80.55%	(61)			84.74%	64.04%	138	36
1750807	Oklahoma City West, OK	Monica Barksdale	Yes		96.86%	(162)	102.86%	(96)	53.52%	(190)			84.41%	63.78%	139	24
1740605	Fort Lauderdale, FL	Drapadi Daley	Yes		122.65%	(50)	97.34%	(109)	32.53%	(296)			84.17%	63.52%	140	37
1710704	Media, PA	Brent DiRomualdo	Yes		88.42%	(210)	105.58%	(89)	56.48%	(175)			83.49%	63.26%	141	20
1720102	Columbus West, OH	Emmie Shiotani	Yes		109.54%	(97)	71.92%	(210)	68.46%	(110)			83.31%	62.99%	142	29
1741006	Baton Rouge, LA	Katherine Holt	Yes		120.97%	(56)	67.05%	(234)	61.89%	(142)			83.30%	62.73%	143	38
1740304	Conyers, GA	Darrell Dudley	Yes		110.91%	(88)	83.33%	(152)	54.32%	(182)			82.86%	62.47%	144	39
1711002	Youngstown, OH	Vacant	No		64.69%	(344)	109.17%	(83)	73.98%	(82)			82.62%	62.21%	145	21
1721006	Asheboro, NC	Jason Manning	Yes		126.21%	(46)	55.94%	(285)	63.90%	(135)			82.02%	61.94%	146	30
1750305	Plano, TX	Jennifer Fantl	Yes		100.01%	(141)	77.83%	(181)	67.59%	(115)			81.81%	61.68%	147	25
1740804	Birmingham West, AL	Michelle Mauro	Yes		90.23%	(198)	78.53%	(176)	76.53%	(74)			81.76%	61.42%	148	40
1750906	Littleton, CO	Preston Jimenez	Yes		99.34%	(147)	95.21%	(117)	50.61%	(206)			81.72%	61.16%	149	26
1750806	Oklahoma City North, OK	Richard Stone	Yes		102.63%	(127)	80.91%	(162)	60.66%	(149)			81.40%	60.89%	150	27
1710802	Reading, PA	Meghan Burkey	Yes		156.20%	(17)	60.43%	(264)	27.11%	(324)			81.25%	60.63%	151	22
1710407	Wilkes Barre, PA	Christian Cavalieri	Yes		142.44%	(22)	79.18%	(173)	22.07%	(349)			81.23%	60.37%	152	23
1730405	Springfield South, MO	Deborah Johnston	Yes		76.32%	(287)	106.16%	(88)	59.98%	(151)			80.82%	60.11%	153	25
1751003	Kearney, NE	Jason Fixemer	Yes		76.98%	(284)	75.82%	(190)	89.32%	(38)			80.71%	59.84%	154	28
1730605	Valparaiso, IN	William McKee	Yes		71.88%	(314)	102.66%	(97)	66.80%	(123)			80.45%	59.58%	155	26
1710706	Lancaster, PA	Gregory Steciw	Yes		85.24%	(234)	96.58%	(114)	57.68%	(166)			79.83%	59.32%	156	24
1720804	Bel Air, MD	Dana Stromberger	Yes		91.82%	(189)	86.57%	(135)	60.87%	(147)			79.75%	59.06%	157	31
1730902	Des Moines, IA	Julie Bode	Yes		94.84%	(174)	73.57%	(202)	70.76%	(103)			79.72%	58.79%	158	27
1730401	Kansas City North, MO	Dustin Pfeifer	No		96.93%	(161)	82.06%	(157)	58.61%	(162)			79.20%	58.53%	159	28
1760105	Salt Lake City North, UT	James Grose	Yes		113.96%	(77)	64.08%	(255)	59.31%	(159)			79.12%	58.27%	160	9
1740105	Charleston, SC	Amanda Mixson	Yes		110.34%	(93)	64.37%	(251)	62.59%	(137)			79.10%	58.01%	161	41
1760705	Las Vegas West, NV	Tammy Rogers	Yes		63.49%	(350)	81.75%	(158)	91.92%	(30)			79.05%	57.74%	162	10
1720503	Rochester, MI	Jeff Boczar	Yes		95.32%	(171)	95.10%	(119)	46.41%	(217)			78.94%	57.48%	163	32
1730501	St. Louis Metro East	Vacant	No		107.26%	(106)	101.10%	(101)	28.23%	(315)			78.86%	57.22%	164	29
1720705	Richmond South, VA	Amanda Ashbridge	Yes		102.81%	(125)	79.05%	(174)	54.64%	(180)			78.83%	56.96%	165	33
1710805	Edison, NJ	Jacqueline Kingett	Yes		102.75%	(126)	88.74%	(129)	44.81%	(226)			78.77%	56.69%	166	25
1710907	Red Bank, NJ	Justin Feintuch	Yes		104.62%	(115)	72.76%	(208)	56.63%	(174)			78.00%	56.43%	167	26
1740601	Melbourne, FL	Carroll Denison	Yes		75.32%	(296)	67.93%	(225)	90.56%	(32)			77.94%	56.17%	168	42
1730703	Peoria, IL	Steven Gruenwald	Yes		95.57%	(170)	75.60%	(192)	62.36%	(138)			77.84%	55.91%	169	30
1750904	Denver, CO	Vacant	No		92.32%	(185)	76.16%	(189)	64.23%	(134)			77.57%	55.64%	170	29
1730803	Indianapolis South, IN	Mary Jo Paquette	Yes		90.98%	(195)	67.10%	(233)	73.96%	(83)			77.35%	55.38%	171	31
1710703	Jenkintown, PA	Thomasina Carrington	Yes		103.96%	(117)	56.17%	(283)	71.80%	(97)			77.31%	55.12%	172	27
1750905	Aurora, CO	Jamie Babich	Yes		119.02%	(63)	68.69%	(220)	44.19%	(232)			77.30%	54.86%	173	30
1760206	Kennewick, WA	Bonnie Pollard	No		88.81%	(207)	80.84%	(163)	62.01%	(141)			77.22%	54.59%	174	11
1710905	Marlton, NJ	Michael Scanlon	Yes		106.34%	(109)	79.71%	(172)	45.57%	(222)			77.21%	54.33%	175	28
1760607	Salinas, CA	Gary Briant	Yes		79.22%	(269)	86.01%	(140)	66.39%	(125)			77.21%	54.07%	176	12
1710306	Brooklyn, NY	Shalandra Peets	No		87.07%	(222)	103.84%	(94)	40.02%	(253)			76.98%	53.81%	177	29
1720606	Waldorf, MD	Ceanethia Rogers	Yes		91.31%	(193)	85.36%	(143)	52.76%	(195)			76.48%	53.54%	178	34
1710401	Albany, NY	William Bradke	Yes		107.40%	(105)	66.16%	(238)	55.86%	(176)			76.48%	53.28%	179	30
1730502	Springfield, IL	Albertus Barber	No		82.99%	(246)	80.16%	(166)	65.63%	(128)			76.26%	53.02%	180	32
1730105	Maryville, TN	Christy Kooch	Yes		115.39%	(72)	58.81%	(272)	54.16%	(183)			76.12%	52.76%	181	33
1720603	Manassas, VA	Dana Mueller	Yes		75.56%	(295)	86.30%	(137)	66.45%	(124)			76.10%	52.49%	182	35
1711003	Cleveland, OH	Katherine Laraway	Yes		106.29%	(110)	80.95%	(161)	40.87%	(247)			76.04%	52.23%	183	31
1750503	Bryan, TX	Tanovia Cossey	No		77.08%	(282)	104.29%	(92)	44.71%	(229)			75.36%	51.97%	184	31
1720807	Dover, DE	John Paul Sienicki	Yes		87.59%	(219)	81.25%	(159)	56.96%	(173)			75.27%	51.71%	185	36
1750204	Houston East, TX	Lisa Ramsey	Yes		101.14%	(136)	80.01%	(167)	44.54%	(230)			75.23%	51.44%	186	32
1760303	Tacoma East, WA	Rhonda Williams	Yes		111.92%	(82)	77.86%	(180)	35.38%	(277)			75.05%	51.18%	187	13
1730304	Evansville, IN	Kim Mattingly	Yes		117.34%	(66)	83.79%	(149)	23.36%	(344)			74.83%	50.92%	188	34
1740703	Tallahassee, FL	Rebecca Harville	Yes		83.95%	(240)	94.66%	(121)	45.68%	(221)			74.76%	50.66%	189	43
1720801	Frederick, MD	Andrew Kessler	Yes		64.72%	(343										



Territory Code	Territory Name	Incumbent TBM	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
1720207	Louisville West, KY	Marc Oca	Yes		97.67%	(154)	59.85%	(267)	54.05%	(184)			70.53%	43.83%	215	41
1750303	Dallas East, TX	Heather Wilson	No		74.59%	(302)	52.50%	(299)	84.28%	(49)			70.46%	43.57%	216	40
1711005	Lorain, OH	Michelle Heyka	Yes		81.89%	(253)	99.29%	(105)	30.07%	(308)			70.42%	43.31%	217	34
1750406	Arlington, TX	Robert Leffler	Yes		97.15%	(160)	64.95%	(246)	48.98%	(212)			70.36%	43.05%	218	41
1720604	Alexandria, VA	Shanon Galvin	Yes		112.11%	(81)	64.02%	(256)	34.71%	(281)			70.28%	42.78%	219	42
1750203	Spring, TX	Sherry Griffin	Yes		72.58%	(309)	63.48%	(257)	74.38%	(79)			70.15%	42.52%	220	42
1740507	Lakeland, FL	Kattya Lee	Yes		82.52%	(249)	77.32%	(185)	50.07%	(210)			69.97%	42.26%	221	45
1710807	Newark, NJ	Jason Katz	No		124.24%	(49)	48.66%	(323)	36.98%	(270)			69.96%	42.00%	222	35
1760906	San Diego North, CA	Jennifer Thor	Yes		83.66%	(241)	64.40%	(250)	61.24%	(145)			69.77%	41.73%	223	18
1760706	Las Vegas East, NV	Vacant	No		99.58%	(144)	57.51%	(277)	52.01%	(198)			69.70%	41.47%	224	19
1750802	Tulsa East, OK	Jeri Carter	Yes		77.36%	(279)	79.82%	(168)	51.65%	(199)			69.61%	41.21%	225	43
1710904	Trenton, NJ	Ryan Karaniewsky	Yes		82.56%	(248)	68.73%	(219)	57.27%	(169)			69.52%	40.95%	226	36
1710702	Philadelphia South, PA	Meghan Treston	Yes		93.41%	(177)	51.40%	(306)	62.24%	(140)			69.01%	40.68%	227	37
1711001	Warren, OH	Vacant	No		79.05%	(272)	72.80%	(207)	53.77%	(186)			68.54%	40.42%	228	38
1750603	Santa Fe, NM	Judd Keene	Yes		117.05%	(67)	55.03%	(290)	33.06%	(294)			68.38%	40.16%	229	44
1720205	Cincinnati West, OH	Colleen McDonald	Yes		87.73%	(217)	82.36%	(155)	34.97%	(279)			68.35%	39.90%	230	43
1740205	Decatur, GA	Phillip Davenport II	Yes		101.17%	(135)	64.89%	(247)	38.76%	(258)			68.27%	39.63%	231	46
1710705	Norristown, PA	Kristin Sheaffer	Yes		88.43%	(209)	75.25%	(195)	40.69%	(248)			68.12%	39.37%	232	39
1730206	Nashville East, TN	Kevin Dunleavy	Yes		75.83%	(292)	77.30%	(186)	51.23%	(203)			68.12%	39.11%	233	42
1710301	Stony Brook, NY	Henry Solis	Yes		93.10%	(179)	67.05%	(235)	43.54%	(237)			67.89%	38.85%	234	40
1710202	Providence, RI	Vacant	No		97.58%	(155)	66.79%	(236)	39.27%	(255)			67.88%	38.58%	235	41
1750602	El Paso, TX	Patricia Becerra	Yes		80.35%	(262)	51.95%	(302)	71.00%	(102)			67.77%	38.32%	236	45
1710201	New Bedford, MA	Kealey Cottrell	Yes		90.94%	(196)	75.02%	(197)	37.28%	(267)			67.75%	38.06%	237	42
1760203	Idaho Falls, ID	Alan Jenkins	Yes		119.32%	(62)	49.36%	(317)	33.83%	(288)			67.50%	37.80%	238	20
1740704	Milton, FL	Charles Estes II	Yes		96.08%	(168)	65.34%	(242)	40.88%	(246)			67.43%	37.53%	239	47
1750704	Phoenix North, AZ	Christine Lorenz	Yes		76.23%	(288)	55.27%	(289)	70.08%	(105)			67.19%	37.27%	240	46
1721003	Charlotte North, NC	Terrence Turner	Yes		87.77%	(216)	67.40%	(230)	46.18%	(220)			67.12%	37.01%	241	44
1760106	Salt Lake City South, UT	Troy Hymas	Yes		48.87%	(369)	80.83%	(164)	71.44%	(98)			67.05%	36.75%	242	21
1740201	Anderson, SC	Steven Johnson	Yes		81.88%	(254)	47.89%	(324)	71.14%	(100)			66.97%	36.48%	243	48
1710507	Williamsport, PA	Kristin Evans	Yes		96.72%	(163)	70.02%	(217)	33.70%	(289)			66.81%	36.22%	244	43
1760205	Boise, ID	Wendy Kappel	Yes		80.19%	(263)	79.77%	(171)	39.22%	(256)			66.39%	35.96%	245	22
1710506	Du Bois, PA	David Herzing	Yes		84.69%	(236)	66.72%	(237)	47.66%	(215)			66.35%	35.70%	246	44
1720803	Baltimore, MD	Kelly Athey	No		115.62%	(70)	68.15%	(222)	14.00%	(376)			65.92%	35.43%	247	45
1720404	Muskegon, MI	Thomas McNabnay	Yes		89.98%	(201)	83.01%	(153)	24.66%	(340)			65.88%	35.17%	248	46
1710502	Buffalo North, NY	Paul Steffan	Yes		64.82%	(341)	58.27%	(273)	73.32%	(89)			65.47%	34.91%	249	45
1760804	Van Nuys, CA	Terri Meadows	Yes		78.13%	(276)	52.58%	(298)	65.05%	(132)			65.25%	34.65%	250	23
1730505	Saint Louis South, MO	Jennifer Jones	Yes		71.40%	(317)	90.42%	(127)	33.65%	(290)			65.16%	34.38%	251	43
1740401	Savannah, GA	Megan Hart	Yes		107.57%	(103)	59.06%	(270)	28.77%	(312)			65.13%	34.12%	252	49
1710206	Waterbury, CT	Carly Grobbel	Yes		102.01%	(131)	64.15%	(253)	28.03%	(317)			64.73%	33.86%	253	46
1710304	Jamaica, NY	Jennifer Monasterio	Yes		99.83%	(142)	49.61%	(315)	44.75%	(227)			64.73%	33.60%	254	47
1730903	Cedar Rapids, IA	Vacant	No		73.78%	(304)	66.16%	(239)	53.75%	(188)			64.56%	33.33%	255	44
1740101	Myrtle Beach, SC	Robin Tiller	Yes		97.73%	(153)	53.69%	(292)	41.94%	(242)			64.45%	33.07%	256	50
1720702	Roanoke, VA	Mark Mast	Yes		85.82%	(229)	64.12%	(254)	43.26%	(239)			64.40%	32.81%	257	47
1730406	Kansas City, KS	Kevin Jenkins	Yes		98.30%	(152)	72.99%	(206)	21.73%	(351)			64.34%	32.55%	258	45
1720402	Traverse City, MI	Maude Bonaccini	Yes		72.25%	(313)	84.68%	(146)	35.97%	(275)			64.30%	32.28%	259	48
1710806	Paterson, NJ	James Walsh	Yes		77.42%	(278)	61.27%	(262)	53.14%	(193)			63.94%	32.02%	260	48
1750915	Boulder, CO	Therese Wykoff	Yes		97.46%	(157)	60.32%	(265)	33.94%	(286)			63.91%	31.76%	261	47
1720602	Winchester, VA	Brooke Kessler	Yes		74.59%	(301)	71.54%	(213)	45.25%	(224)			63.80%	31.50%	262	49
1730305	Dyersburg, TN	Richard Smith	No		86.52%	(227)	47.45%	(325)	57.19%	(170)			63.72%	31.23%	263	46
1750601	Amarillo, TX	Marshall Kneisley	Yes		91.95%	(188)	67.62%	(227)	31.38%	(304)			63.65%	30.97%	264	48
1750607	Chandler, AZ	Vincent Buckles	No		82.27%	(250)	56.38%	(282)	51.20%	(204)			63.29%	30.71%	265	49
1760603	Walnut Creek, CA	Allan Manning	Yes		76.95%	(285)	67.16%	(232)	45.30%	(223)			63.13%	30.45%	266	24
1750604	Albuquerque, NM	Jessica Baker	Yes		110.24%	(94)	53.63%	(293)	25.39%	(334)			63.09%	30.18%	267	50
1760905	Murrieta, CA	Jocelyn Rapaido-Ritua	No		89.89%	(202)	71.02%	(214)	26.71%	(327)			62.54%	29.92%	268	25
1720706	Newport News, VA	Leon Keesee	Yes		91.40%	(191)	73.23%	(204)	22.74%	(347)			62.46%	29.66%	269	50
1710305	Astoria, NY	Ronen Davidov	Yes		85.63%	(231)	41.80%	(335)	59.88%	(153)			62.44%	29.40%	270	49
1750707	Glendale, AZ	Joan Ambriz	No		103.47%	(119)	50.51%	(312)	31.42%	(303)			61.80%	29.13%	271	51
1740207	Atlanta South, GA	Kamisha Lindsay	Yes		74.91%	(299)	62.06%	(260)	47.74%	(214)			61.57%	28.87%	272	51
1740801	Gadsden, AL	Jennifa Kirkpatrick	Yes		67.73%	(333)	78.21%	(177)	38.21%	(262)			61.38%	28.61%	273	52
1721004	Charlotte South, NC	Winston Wooden	Yes		64.85%	(340)	52.87%	(296)	66.25%	(126)			61.32%	28.35%	274	51
1710901	Levittown, PA	Maryjo Smith	Yes		66.41%	(337)	74.96%	(198)	41.31%	(244)			60.90%	28.08%	275	50
1710307	Hell's Kitchen, NY	Donald Roth	Yes		81.65%	(256)	77.96%	(178)	23.02%	(346)			60.88%	27.82%	276	51
1730602	Chicago South, IL	Cynthia De Salazar	No		115.33%	(73)	24.72%	(366)	42.33%	(241)			60.79%	27.56%	277	47
1730403	Independence, MO	Emily Welcome	Yes		103.35%	(122)	52.77%	(297)	25.34%	(335)			60.49%	27.30%	278	48
1710207	Stamford, CT	Michael Carraturo	Yes		86.87%	(224)	59.27%	(268)	34.23%	(284)			60.12%	27.03%	279	52
1720501	Flint, MI	Bradley Lockwood	Yes		100.13%	(140)	51.30%	(307)	28.68%	(314)			60.04%	26.77%	280	52
1750202	Beaumont, TX	Aleshia Adams	Yes		88.99%	(204)	38.26%	(339)	52.59%	(196)			59.95%	26.51%	281	52
1750405	Denton, TX	Mark Charles	Yes		103.07%	(124)	29.82%	(357)	46.29%	(218)			59.73%	26.25%	282	53
1720107	Kalamazoo, MI	Beth Watts	Yes		63.50%	(349)	73.83%	(200)	40.45%	(250)			59.26%	25.98%	283	53
1750504	San Antonio North, TX	Courtnee Rundberg	Yes		80.89%	(259)	69.53%	(218)	27.27%	(322)			59.23%	25.72%	284	54
1710504	Elmira, NY	Sheila Mettler	Yes		79.23%	(268)	50.45%	(313)	47.04%	(216)			58.90%	25.46%	285	53
1740303	Macon, GA	Peter Raymer	Yes		97.56%	(156)	40.37%	(336)	38.40%	(261)			58.78%	25.20%	286	53
1750901	Fort Collins, CO	Vacant	No		63.19%	(353)	68.06%	(224)	44.71%	(228)			58.66%	24.93%	287	55
1730203	Chattanooga, TN	George Taylor III	Yes		77.22%	(280)	56.93%	(280)	41.01%	(245)			58.39%	24.67%	288	49
1720704	Richmond North, VA	Tracey Pulliam	Yes		73.00%	(307)	64.60%	(248)	36.82%	(271)			58.14%	24.41%	289	54
1760704	Las Vegas South, NV	Shelly DuVall	No		98.82%	(151)	57.51%	(276)	17.50%	(368)			57.95%	24.15%	290	26
1710205	Hartford, CT	Joseph Wasil	Yes		68.74%	(328)	37.01%	(342)	67.80%	(114)			57.85%	23.89%	291	54
1720106	Ann Arbor, MI	Shondel Neal	Yes		87.78%	(214)	58.26%	(274)	27.42%	(319)			57.82%	23.62%	292	55
1710803	Easton, PA	Christopher Giordano	Yes		76.21%	(289)	64.35%	(252)	32.46%	(298)			57.68%	23.36%	293	55
1710707	York, PA	Guy Steich	Yes		80.75%	(260)	59.01%	(271)	32.51%	(297)			57.43%	23.10%	294	56
1710102	Portland, ME	Jon Mendenhall	Yes		52.07%	(364)	61.13%	(263)	58.34%	(163)			57.18%	22.84%	295	57
1740802	Birmingham South, AL	Brandon Hasenfuss	Yes		99.66%	(143)	42.30%	(333)	29.48%	(310)			57.15%	22.57%	296	54
1730806	Bloomington, IN	Vacant	No		86.91%	(223)	58.10%	(275)	25.82%	(332)			56.94%	22.31%	297	50
1760501	Modesto, CA	David Lawson	Yes		69.51%	(325)	57.24%	(279)	43.64%	(235)			56.80%	22.05%	298	27
1740906	Meridian, MS	Vacant	No		94.94%	(173)	55.36%	(288)	19.71%	(359)			56.67%	21.79%	299	55
1730202	Cleveland, TN	Tonya Thompson	Yes													

					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
1750301	Dallas South, TX	Terece Mugno	Yes		54.90%	(363)	52.20%	(300)	42.36%	(240)			49.82%	14.96%	325	56
1731001	Green Bay, WI	Scott Jorgensen	Yes		70.75%	(321)	24.46%	(367)	53.58%	(189)			49.60%	14.70%	326	55
1750701	Flagstaff, AZ	Janna Kirby	Yes		80.02%	(264)	48.71%	(321)	18.96%	(363)			49.23%	14.44%	327	57
1710607	Camp Hill, PA	Catherine Saville	Yes		74.96%	(298)	43.89%	(329)	27.16%	(323)			48.67%	14.17%	328	62
1760305	Vancouver, WA	Serguei Zoubkov	Yes		71.40%	(315)	53.09%	(294)	21.07%	(355)			48.52%	13.91%	329	34
1760503	Sacramento South, CA	Brian Hocking	Yes		66.55%	(336)	51.15%	(309)	27.55%	(318)			48.41%	13.65%	330	35
1740706	Mobile, AL	Lindsay Harrell	No		74.08%	(303)	37.90%	(340)	31.79%	(300)			47.92%	13.39%	331	62
1710103	Manchester, NH	Vacant	No		38.91%	(381)	68.09%	(223)	36.20%	(273)			47.73%	13.12%	332	63
1710105	Boston, MA	Dena Krukonis	Yes		83.13%	(245)	38.78%	(337)	19.76%	(358)			47.22%	12.86%	333	64
1720201	Hamilton, OH	Alexandra Dardy	Yes		38.75%	(383)	71.90%	(211)	28.76%	(313)			46.47%	12.60%	334	61
1740107	Greenville, SC	Vacant	No		58.29%	(357)	36.47%	(344)	44.42%	(231)			46.39%	12.34%	335	63
1730606	Lafayette, IN	Angela McCuaig	Yes		48.30%	(371)	45.73%	(328)	44.97%	(225)			46.33%	12.07%	336	56
1760505	Carson City, NV	Tamara Corpman	Yes		81.68%	(255)	31.27%	(352)	25.81%	(333)			46.25%	11.81%	337	36
1710801	Harrisburg, PA	Roy McMullen II	No		48.30%	(370)	70.09%	(216)	20.31%	(357)			46.24%	11.55%	338	65
1730205	Lebanon, TN	Vacant	No		103.19%	(123)	16.25%	(380)	18.92%	(365)			46.12%	11.29%	339	57
1750505	Austin East, TX	Carla Ernest	Yes		45.57%	(376)	33.82%	(347)	57.30%	(168)			45.56%	11.02%	340	58
1710405	East Stroudsburg, PA	Vacant	No		64.61%	(345)	43.44%	(331)	26.58%	(328)			44.88%	10.76%	341	66
1750106	Fort Smith, AR	Tara DeArmond	No		68.44%	(330)	51.45%	(305)	14.58%	(375)			44.82%	10.50%	342	59
1740103	Spartanburg, SC	Vacant	No		79.55%	(266)	23.04%	(371)	30.13%	(307)			44.24%	10.24%	343	64
1760405	Portland East, OR	Jason Saunders	Yes		89.70%	(203)	28.72%	(358)	14.00%	(376)			44.14%	9.97%	344	37
1730107	Knoxville South, TN	Morton Sparks	Yes		85.12%	(235)	23.08%	(370)	21.01%	(356)			43.07%	9.71%	345	58
1720303	Lexington, KY	Georgia Benton	Yes		75.78%	(293)	37.34%	(341)	16.00%	(372)			43.04%	9.45%	346	62
1720707	Norfolk, VA	Raquel Perez	Yes		69.33%	(326)	43.20%	(332)	15.68%	(373)			42.74%	9.19%	347	63
1750706	Phoenix West, AZ	Christin Beaver	Yes		90.86%	(197)	19.11%	(376)	16.50%	(370)			42.16%	8.92%	348	60
1760403	Salem, OR	Vernon Reynolds	No		64.78%	(342)	36.62%	(343)	24.81%	(338)			42.07%	8.66%	349	38
1720505	Southfield, MI	Vacant	No		78.57%	(274)	27.14%	(363)	17.13%	(369)			40.95%	8.40%	350	64
1750606	Tucson North, AZ	Thomas Dwan	Yes		68.45%	(329)	29.89%	(356)	23.91%	(342)			40.75%	8.14%	351	61
1730204	Murfreesboro, TN	Carly Smith	Yes		49.42%	(368)	48.83%	(319)	23.87%	(343)			40.71%	7.87%	352	59
1760808	Los Angeles East, CA	Lisa St. Aubin	No		55.19%	(362)	28.63%	(359)	32.90%	(295)			38.91%	7.61%	353	39
1730805	Terre Haute, IN	Ashlee McNabb	No		34.54%	(388)	56.01%	(284)	24.99%	(337)			38.51%	7.35%	354	60
1750605	Tucson South, AZ	Grant Tobias	Yes		62.61%	(355)	30.96%	(353)	21.08%	(354)			38.22%	7.09%	355	62
1710501	Rochester, NY	Katrina Owens	Yes		47.53%	(372)	27.74%	(361)	37.15%	(269)			37.47%	6.82%	356	67
1720302	Bowling Green, KY	Thomas Callahan	No		77.60%	(277)	15.00%	(386)	19.16%	(362)			37.26%	6.56%	357	65
1760604	Oakland, CA	Katherine Nielsen	Yes		68.13%	(332)	23.95%	(369)	18.94%	(364)			37.01%	6.30%	358	40
1760904	Moreno Valley, CA	Eric Welch	Yes		64.45%	(346)	15.50%	(381)	30.78%	(306)			36.91%	6.04%	359	41
1750702	Mesa, AZ	Daniel Griffin	Yes		38.65%	(384)	32.32%	(349)	37.44%	(266)			36.13%	5.77%	360	63
1740104	Columbia, SC	Kim Kirkland	Yes		63.26%	(352)	15.00%	(386)	29.67%	(309)			35.98%	5.51%	361	65
1720406	Grand Rapids, MI	Terri Seida	Yes		63.65%	(347)	21.60%	(372)	18.74%	(366)			34.66%	5.25%	362	66
1730705	Arlington Heights, IL	Vacant	No		55.32%	(361)	20.37%	(374)	26.37%	(330)			34.02%	4.99%	363	61
1730106	Knoxville North, TN	Kyle Sipe	Yes		66.56%	(335)	12.00%	(392)	23.31%	(345)			33.96%	4.72%	364	62
1710303	Bronx, NY	Giovanna Terranova	No		63.53%	(348)	14.66%	(390)	22.56%	(348)			33.58%	4.46%	365	68
1760907	San Diego South, CA	Tandis Niroumand	Yes		34.05%	(389)	28.41%	(360)	36.82%	(272)			33.09%	4.20%	366	42
1760606	San Francisco, CA	Vacant	No		45.30%	(377)	26.54%	(364)	26.78%	(326)			32.87%	3.94%	367	43
1760306	Everett, WA	Eileen Bean Rodin	Yes		61.19%	(356)	20.51%	(373)	15.61%	(374)			32.44%	3.68%	368	44
1750703	Scottsdale, AZ	Monica Hopkins	No		68.38%	(331)	10.50%	(393)	16.50%	(370)			31.79%	3.41%	369	64
1750705	Phoenix South, AZ	Chris Singleton	Yes		45.19%	(378)	10.50%	(393)	39.50%	(254)			31.73%	3.15%	370	65
1760602	Santa Rosa, CA	Julia Brink	Yes		30.89%	(392)	27.73%	(362)	35.73%	(276)			31.45%	2.89%	371	45
1760302	Tacoma West, WA	Lisa Jones	No		27.88%	(394)	30.92%	(354)	31.43%	(302)			30.08%	2.63%	372	46
1760803	Long Beach, CA	Chaka Milby	Yes		50.67%	(367)	14.75%	(389)	24.06%	(341)			29.83%	2.36%	373	47
1731003	Wausau, WI	Brian Buss	Yes		40.31%	(380)	19.40%	(375)	28.11%	(316)			29.27%	2.10%	374	63
1760402	Eugene, OR	Vacant	No		46.64%	(374)	25.50%	(365)	14.00%	(376)			28.71%	1.84%	375	48
1720701	Abingdon, VA	Vacant	No		50.97%	(366)	15.50%	(381)	17.51%	(367)			27.99%	1.58%	376	67
1760404	Portland West, OR	Susan Jones	No		46.03%	(375)	18.38%	(377)	14.00%	(376)			26.14%	1.31%	377	49
1760401	Medford, OR	Jeffrey Lowder	No		47.02%	(373)	16.95%	(378)	14.00%	(376)			25.99%	1.05%	378	50
1760903	Irvine, CA	Sunny Chopra	Yes		38.87%	(382)	15.50%	(381)	12.20%	(382)			22.19%	0.79%	379	51
1760304	Seattle, WA	Gregory Slater	Yes		36.62%	(387)	14.82%	(388)	12.50%	(381)			21.31%	0.53%	380	52
1730801	Anderson, IN	Matthew Snyder	No		23.75%	(395)	13.00%	(391)	26.55%	(329)			21.10%	0.26%	381	64
1750916	Boulder, CO (II)	Tracy Jones	No						33.94%	(286)						
1710107	Springfield, MA	Vacant	No		65.51%	(338)	32.09%	(350)								
1711006	Zanesville, OH	Vacant	No		51.76%	(365)	77.70%	(182)								
1720304	Pikeville, KY	Vacant	No		85.49%	(232)	50.16%	(314)								
1720401	Kincheloe, MI	Vacant	No		36.97%	(386)	64.50%	(249)								
1720507	Dearborn, MI	Vacant	No		69.97%	(323)	32.36%	(348)								
1730407	Overland Park, KS	Vacant	No		72.52%	(310)	30.06%	(355)								
1730904	Saint Paul, MN	Vacant	No		33.41%	(390)	15.50%	(381)								
1730906	Minneapolis South, MN	Nancy O'Kane	Yes		87.78%	(215)	15.50%	(381)								
1730907	Minneapolis North, MN	Vacant	No		71.40%	(316)	48.76%	(320)								
1740305	Valdosta, GA	Kimberly Hanks	Yes		118.37%	(64)	135.16%	(33)								
1740903	Cullman, AL	Vacant	No		86.60%	(226)	93.89%	(122)								
1741001	Hattiesburg, MS	Vacant	No		69.08%	(327)	65.16%	(244)								
1760204	Coeur D Alene, ID	Ricky Pegram	Yes		90.20%	(199)	78.59%	(175)								

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