

# 2016 President's Club Leader's Board

Butrans Team (n=203) August 2016



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					Q1		Q2		Q3 QTD (A	ugust)	Q4 Q7	TD		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
	Little Rock, AR	Gregory Allen		Trending PC; Top 15	161.12%	(5)	195.16%	(2)	178.71%	(2)	Lamings 70	i	178.33%	100.00%	1	1
	Jonesboro, AR Tupelo, MS	Paul Hayden Leslie Roberson		Trending PC; Top 15 Trending PC; Top 15	120.17% 139.52%	(37) (14)	202.44% 182.30%	(1) (3)	181.54% 108.85%	(1) (4)			168.05% 143.56%	99.51% 99.01%	2	2
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
	Jackson, MS Pittsburgh South, PA	Christina Simpson Cynthia Rohm		Trending PC; Top 15 Trending PC; Top 15	153.26% 146.53%	(7) (9)	157.94% 157.69%	(10) (11)	97.59% 98.69%	(9) (8)			136.27% 134.30%	98.02% 97.53%	5 6	2
1741020	Hattiesburg, MS	Nathan Grace	Yes	Trending PC; Top 15	174.37%	(3)	154.72%	(12)	73.14%	(47)		į	134.08%	97.03%	7	3
	Charleston, WV Saint Petersburg, FL	Shane Cook Denise Leonard		Trending PC; Top 15 Trending PC; Top 15	148.22% 166.99%	(8) (4)	151.52% 154.14%	(15) (14)	100.10% 73.77%	(7) (45)			133.28% 131.64%	96.54% 96.04%	8	1 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
	Jacksonville South, FL West Palm Beach, FL	Rana Rukab Janeka White		Trending PC; Top 15 Trending PC; Top 15	104.56% 124.92%	(51) (29)	175.01% 162.04%	(6) (9)	105.42% 97.22%	(5) (10)			128.33% 128.06%	95.05% 94.55%	11 12	6 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 1740622	Huntsville, AL Miami. FL	Saleeta Spencer Diana Muller		Trending PC; Top 15 Trending PC; Top 15	141.56% 133.87%	(13) (17)	175.32% 167.10%	(4) (8)	65.28% 67.36%	(74) (65)			127.38% 122.78%	93.56% 93.07%	14 15	9 10
	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
	Tulsa South, OK Tampa South, FL	Ray Hall Tylene Aldridge		Trending BPA; Next 2/Reg Trending PC; Next 1/Reg	178.57% 124.83%	(2) (30)	93.97% 132.13%	(57) (21)	82.59% 89.42%	(33) (20)		ļ	118.38% 115.46%	92.08% 91.58%	17 18	4 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
	Huntington, WV Evansville, IN	Jeffrey Waugh Lisa Jones		Trending PC; Next 1/Reg Trending PC; Next 1/Reg	129.38% 160.30%	(22) (6)	111.31% 119.16%	(36) (27)	96.31% 53.04%	(12) (110)		į	112.33% 110.84%	90.59% 90.10%	20 21	2 2
	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
	Topeka, KS Jefferson City, MO	Jana Dworak Kyle Steinbecker	Yes Yes	Trending BPA; Next 2/Reg	100.13% 130.87%	(68) (20)	115.99% 110.63%	(31) (39)	103.81% 73.03%	(6) (48)			106.65% 104.84%	89.11% 88.61%	23 24	6 3
1721022	Winston Salem, NC	Stephanie Coggins		Trending BPA; Next 2/Reg	115.93%	(38)	130.29%	(23)	67.96%	(62)			104.72%	88.12%	25	3
	Provo, UT Jacksonville North, FL	Brandon Guzzo Robert Pirrello Jr.		Trending PC; Next 1/Reg Trending BPA; Next 2/Reg	125.28% 125.13%	(27) (28)	108.95% 108.76%	(42) (43)	79.49% 77.65%	(35) (38)			104.57% 103.85%	87.62% 87.13%	26 27	1 13
	Macon, GA	Laura Maley	Yes	Transing DC: Nov4 1/Dog	107.53%	(45)	114.06%	(33)	88.89%	(21)			103.49%	86.63% 86.14%	28	14
	Pittsburgh North, PA Akron, OH	Gerald Mendel Clifford Reich		Trending PC; Next 1/Reg Trending BPA; Next 2/Reg	130.49% 87.17%	(21) (142)	115.55% 123.41%	(32) (25)	54.95% 88.56%	(102) (23)			100.33% 99.71%	85.64%	29 30	2 3
1740321	Albany, GA	Stephen Chapman Josh Mergy	Yes		83.35% 145.23%	(160)	150.58% 103.43%	(16)	61.84% 43.64%	(87)		<u> </u>	98.59% 97.43%	85.15% 84.65%	31 32	15 2
	Fresno, CA Redding, CA	Josh Mergy Wesley Franks Jr.		Trending BPA; Next 2/Reg Trending BPA; Next 2/Reg	145.23% 123.75%	(10) (31)	103.43% 94.36%	(49) (55)	43.64% 71.58%	(131) (51)		! !	97.43% 96.56%	84.65% 84.16%	32 33	3
1741023	Lafayette, LA Lansing, MI	Deborah Delhomme Greene Terri Griffin	Yes	Trending BPA; Next 2/Reg	85.62% 95.18%	(151)	107.63% 122.70%	(45)	96.18% 70.77%	(13)		<u> </u>	96.48% 96.22%	83.66% 83.17%	34 35	16 4
1720921	Wilmington, NC	Andrew Meighen	Yes	Trending DFA, Next 2/Reg	141.77%	(99) (12)	97.87%	(26) (52)	47.98%	(56) (119)			95.87%	82.67%	35 36	5
1721021	Fayetteville, NC Canton, OH	Amanda Stone Gregg Montgomery	Yes Yes	Trending BPA; Next 2/Reg	127.22% 93.72%	(24) (113)	91.75% 108.47%	(63) (44)	67.95% 84.62%	(63) (30)		ļ	95.64% 95.60%	82.18% 81.68%	37 38	6 4
	Birmingham North, AL	Jahnna Cole	Yes	Trending BFA, Next 2/Reg	85.48%	(153)	139.88%	(18)	60.08%	(91)			95.00%	81.19%	39	17
	Fayetteville, AR Melbourne, FL	Sandra Cooper Jessica Wilgeroth	No Yes		126.96% 100.67%	(25) (65)	90.77% 92.05%	(65) (61)	67.43% 91.82%	(64) (18)			95.06% 94.85%	80.69% 80.20%	40 41	7 18
	Salisbury, NC	Larry Moore Jr	Yes		105.16%	(50)	93.17%	(59)	84.62%	(29)			94.32%	79.70%	42	7
1740520 1710521	Naples, FL	Michele Vutech Thomas Kelley	Yes Yes		192.34% 94.11%	(1) (108)	60.66% 94.90%	(130) (54)	27.51% 90.73%	(172) (19)			93.50% 93.25%	79.21% 78.71%	43 44	19 5
1711023	Youngstown, OH	Krista Younger	Yes		77.71%	(172)	131.03%	(22)	70.72%	(57)			93.15%	78.22%	45	6
1740721 1760220	Tallahassee, FL	Quinton Nealy George Bond	Yes Yes		96.13% 100.68%	(90) (64)	126.35% 112.38%	(24) (35)	56.43% 65.14%	(96) (75)			92.97% 92.73%	77.72% 77.23%	46 47	20 4
1750223	Houston South, TX	Leah Drummer	Yes		95.55%	(94)	116.50%	(29)	64.19%	(81)			92.08%	76.73%	48	8
	Louisville, KY Roanoke, VA	Whitney Richardson Jennifer Plunkett	Yes Yes		100.57% 101.36%	(66) (62)	91.42% 106.11%	(64) (48)	83.63% 65.42%	(31) (72)			91.87% 90.96%	76.24% 75.74%	49 50	8 9
1750422	Wichita Falls, TX	Tera Holland	Yes		120.31%	(34)	94.24%	(56)	56.41%	(97)		ļ	90.32%	75.25%	51	9
	Levittown, PA Rome, GA	Meagan Kearney Vacant	Yes No		95.03% 108.98%	(101) (43)	107.16% 83.76%	(47) (74)	68.39% 77.71%	(61) (37)			90.19% 90.15%	74.75% 74.26%	52 53	7 21
1720221	Dayton, OH	Pushpa Patel	Yes		120.18%	(36)	113.77%	(34)	32.96%	(159)		į	88.97%	73.76%	54	10
	Sherman, TX Dothan, AL	Melissa Smith Theodore Bowser III	Yes Yes		126.45% 108.75%	(26) (44)	76.78% 85.00%	(93) (71)	62.51% 70.90%	(86) (53)		<u>.</u>	88.58% 88.22%	73.27% 72.77%	55 56	10 22
1720520	Detroit, MI	Bruce Calhoun	Yes		105.90%	(49)	107.33%	(46)	51.04%	(114)			88.09%	72.28%	57	11
	Vineland, NJ Milwaukee, WI	Brian Walsh Leslie Talbot	Yes Yes	Trending BPA; Next 2/Reg	86.01% 101.72%	(149) (60)	111.30% 74.54%	(37) (95)	65.36% 83.49%	(73) (32)			87.56% 86.58%	71.78% 71.29%	58 59	8 4
1720922	Raleigh, NC	Joel Delbridge	Yes	Tronding 2171, Noxe 2710g	76.42%	(177)	98.17%	(51)	84.92%	(28)		i ! !	86.50%	70.79%	60	12
	Columbus, OH Cincinnati, OH	Vacant Donald Leathers Jr	No Yes		95.43% 92.13%	(96) (120)	110.38% 116.09%	(40) (30)	52.32% 48.79%	(111) (117)			86.04% 85.67%	70.30% 69.80%	61 62	13 14
1730421	Kansas City South, MO	Bradley Oestreich	No		87.07%	(144)	97.51%	(53)	71.68%	(50)			85.42%	69.31%	63	5
	Chicago South, IL Montgomery, AL	Demitra Metlov Howard Blalock Jr	Yes Yes		127.64% 87.71%	(23) (139)	54.36% 79.51%	(145) (84)	72.49% 86.47%	(49) (26)			84.83% 84.56%	68.81% 68.32%	64 65	6 23
1741021	New Orleans, LA	Christopher Sinoway	Yes		103.03%	(56)	110.65%	(38)	38.42%	(145)		<u>.</u>	84.03%	67.82%	66	24
	Wilmington, DE Silver Spring, MD	Timothy Oakjones David Weber	Yes No		86.70% 95.90%	(146) (92)	83.42% 81.40%	(75) (78)	78.19% 70.42%	(36) (58)		i ! !	82.77% 82.57%	67.33% 66.83%	67 68	15 16
1710822	Paterson, NJ	Courtney Morrone	Yes		103.23%	(55)	78.31%	(87)	65.67%	(70)			82.40%	66.34%	69	9
1730821	Gainesville, GA Indianapolis, IN	Rodney Davis Karen Armour	Yes Yes		93.76% 106.03%	(111) (48)	86.38% 68.17%	(67) (112)	66.39% 71.42%	(68) (52)			82.18% 81.87%	65.84% 65.35%	70 71	25 7
1750421	Denton, TX	Timothy Andes Michael Minelli	Yes		92.21% 97.31%	(118)	77.95% 84.95%	(89)	74.81%	(42)		!	81.65% 81.64%	64.85%	72	11 10
	Wilkes Barre, PA Baton Rouge, LA	Michael Minelli Tracy Coomes	Yes Yes		97.31% 91.20%	(83) (122)	84.95% 80.19%	(72) (82)	62.66% 73.40%	(85) (46)			81.64% 81.59%	64.36% 63.86%	73 74	10 26
1750222	Houston East, TX Norristown, PA	Adrian Stephens Jennica Stiglich	Yes No		94.92% 103.65%	(104) (53)	84.16% 69.25%	(73) (107)	65.12% 70.88%	(76) (54)		<u> </u>	81.40% 81.26%	63.37% 62.87%	75 76	12 11
1720920	Greenville, NC	Randy Robbins	Yes		120.26%	(35)	51.10%	(159)	70.87%	(55)		į	80.74%	62.38%	77	17
	Oklahoma City South, OK Greensboro, NC	Tyler Bradley Ronald Norton	Yes No		98.94% 137.71%	(73) (15)	68.90% 71.45%	(110) (101)	74.18% 32.84%	(44) (160)		<u> </u>	80.67% 80.67%	61.88% 61.39%	78 79	13 18
1731021	Madison, WI	Krista Borrego	Yes		93.52%	(115)	62.56%	(124)	85.45%	(27)		<u> </u>	80.51%	60.89%	80	8
	Toledo, OH Oklahoma City North, OK	Keith Searcy Amie Gardiner	Yes Yes		99.28% 96.64%	(71) (87)	82.79% 78.88%	(76) (85)	58.98% 64.84%	(94) (78)		<u> </u>	80.35% 80.12%	60.40% 59.90%	81 82	19 14
1730822	Bloomington, IN	Stacie Helbert	Yes		83.28%	(161)	100.91%	(50)	54.28%	(106)			79.49%	59.41%	83	9
	Memphis, TN Portland, ME	Naomi Shaner Kelly Hale	No Yes		115.07% 89.47%	(39) (132)	68.99% 72.29%	(109) (99)	54.02% 75.67%	(108) (40)		į	79.36% 79.14%	58.91% 58.42%	84 85	10 12
1720722	Richmond, VA	Earnest Wilson Jr.	No		87.28%	(140)	85.57%	(68)	64.21%	(80)			79.02%	57.92%	86	20
	Reno, NV Morgantown, WV	Jeffrey Thompson Donald Bishop II	Yes Yes		106.22% 86.95%	(47) (145)	74.63% 86.40%	(94) (66)	56.19% 63.12%	(98) (83)		İ	79.02% 78.82%	57.43% 56.93%	87 88	5 21
1721023	Charlotte, NC	Carrene Harmer	Yes		90.47%	(127)	80.35%	(81)	65.06%	(77)			78.63%	56.44%	89	22
1720122 1730920	Lima, OH Des Moines, IA	Kolby Harruff Karen Shields	No Yes		97.67% 88.51%	(81) (133)	93.22% 73.45%	(58) (96)	41.45% 69.06%	(136) (59)			77.45% 77.01%	55.94% 55.45%	90 91	23 11
1730322	Cape Girardeau, MO	Christopher Gartland	Yes		66.29%	(188)	109.75%	(41)	51.95%	(112)		<u> </u> 	76.00%	54.95%	92	12
	Corpus Christi, TX Atlanta North, GA	Sigifredo Trevino Jacqueline Cragin	Yes Yes		82.47% 102.70%	(164) (57)	69.37% 57.67%	(106) (139)	74.95% 65.88%	(41) (69)		İ	75.60% 75.42%	54.46% 53.96%	93 94	15 27
1730721	Rockford, IL	Leila Linn	No		99.13%	(72)	63.91%	(122)	62.78%	(84)			75.27%	53.47%	95	13
	Ogden, UT Bakersfield, CA	Robert Rowley Rajesh Khosla	Yes Yes		92.99% 32.96%	(116) (202)	82.68% 116.63%	(77) (28)	48.76% 74.23%	(118) (43)		İ	74.81% 74.61%	52.97% 52.48%	96 97	6 7
1760923	Riverside, CA	Isidro Expression	Yes		92.18%	(119)	67.19%	(116)	64.22%	(79)		<u> </u>	74.53%	51.98%	98	8
	Florence, SC Plano, TX	Christian White Mark Saadi	Yes Yes		66.66% 96.66%	(187) (86)	62.66% 69.57%	(123) (105)	92.38% 55.39%	(17) (101)			73.90% 73.88%	51.49% 50.99%	99 100	28 16
1720521	Flint, MI	Vacant	No		112.27%	(41)	80.47%	(80)	28.31%	(169)			73.68%	50.50%	101	24
	Wichita, KS Hartford, CT	Shane Snyder Jeffrey Stewart	Yes Yes		113.61% 91.03%	(40) (124)	67.80% 61.49%	(113) (127)	39.11% 66.88%	(142) (67)		į	73.50% 73.14%	50.00% 49.51%	102 103	17 13
1750922	Denver, CO	John Hopwood	Yes		89.49%	(131)	91.80%	(62)	38.02%	(147)			73.10%	49.01%	104	18
	Atlanta South, GA Orlando, FL	Jamie Hartley Stacy Kenyon	Yes Yes		87.24% 93.86%	(141) (109)	77.51% 60.57%	(90) (131)	54.22% 64.06%	(107) (82)			72.99% 72.83%	48.52% 48.02%	105 106	29 30
1710522	Williamsport, PA	Jennifer Storm	Yes		100.28%	(67)	71.73%	(100)	46.15%	(121)			72.72%	47.53%	107	14
	Pensacola, FL Ballwin, MO	Melissa Brown Astrid Fallert	Yes Yes		101.97% 132.64%	(58) (18)	55.56% 66.54%	(143) (118)	60.49% 17.36%	(90) (197)		į	72.67% 72.18%	47.03% 46.54%	108 109	31 14
1,,00021	J=3, WO	p. totala i anort	1,00	ı	I 102.04/0	(10)	00.0470	(110)	17.50/0	(101)	Ī	1	12.10/0	→U.U <b>→</b> /U	109	17

					Q1		Q2		Q3 QTD (A	ugust)	Q4 Q	ΤD		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
1750320	Tyler, TX	Nickey Pulley	Yes		69.89%	(184)	63.93%	(121)	81.91%	(34)	Lumings 70	i Kum	71.91%	46.04%	110	19
	San Francisco, CA Abingdon, VA	Mariana Broussard Teddy Mullens	Yes Yes		84.44% 97.80%	(156) (80)	65.01% 55.58%	(120) (142)	65.43% 60.58%	(71) (89)			71.63% 71.32%	45.55% 45.05%	111 112	9 25
1710322	Brooklyn, NY	Steven Brownstone	Yes		93.67%	(114)	58.71%	(135)	60.65%	(88)			71.01%	44.55%	113	15
	San Antonio, TX Aurora, IL	Christopher Calland Bethany Drow	Yes Yes		76.70% 85.87%	(175) (150)	92.94% 59.44%	(60) (133)	42.94% 67.16%	(134) (66)			70.86% 70.82%	44.06% 43.56%	114 115	20 15
	Albany, NY	Jeniffer Bedinotti	Yes		99.79%	(70)	69.80%	(104)	42.48%	(135)			70.69%	43.07%	116	16
	Cleveland, OH Arlington, TX	Terri Conway Carol Ehret	Yes Yes		98.06% 98.56%	(79) (77)	77.20% 60.08%	(91) (132)	36.78% 51.66%	(150) (113)			70.68% 70.10%	42.57% 42.08%	117 118	17 21
	Springfield, MO	Cara Domann	Yes		101.40%	(61)	73.37%	(97)	35.23%	(115)			70.10%	41.58%	119	16
	New Haven, CT	Karen Klas	Yes		120.42%	(33)	61.87%	(126)	27.42%	(173)			69.90% 68.70%	41.09%	120	18
	Athens, GA Saint Louis, MO	Sarah Leatherwood Ellen Blom	Yes Yes		109.99% 98.23%	(42) (78)	52.00% 85.49%	(155) (69)	44.12% 22.06%	(129) (186)			68.59%	40.59% 40.10%	121 122	32 17
1730720		Ericka Hendrickson	Yes		90.42%	(128)	78.28%	(88)	36.61%	(151)		į	68.44%	39.60%	123	18
	Salt Lake City, UT Frederick, MD	David Earl June Cuddy	Yes Yes		100.78% 82.93%	(63) (163)	69.21% 76.92%	(108) (92)	35.21% 44.79%	(156) (125)			68.40% 68.21%	39.11% 38.61%	124 125	10 26
	Cookeville, TN	Monica Kessinger	Yes		101.83%	(59)	60.92%	(129)	40.56%	(139)			67.77%	38.12%	126	19
	Southfield, MI Springfield, IL	Lavertis Vasser Paul Steimle	Yes Yes		90.71% 93.84%	(125) (110)	67.49% 80.91%	(114) (79)	44.43% 27.65%	(128) (171)			67.54% 67.47%	37.62% 37.13%	127 128	27 20
1731022	Green Bay, WI	Dawn Zlevor	Yes		70.97%	(181)	54.32%	(146)	76.64%	(39)			67.31%	36.63%	129	21
	Boulder, CO Towson, MD	Vacant Krystle Allen	No Yes		91.77% 96.02%	(121) (91)	70.06% 78.71%	(103) (86)	38.34% 25.43%	(146) (176)		į	66.72% 66.72%	36.14% 35.64%	130 131	22 28
1750522	Austin North, TX	Michael McPherson	Yes		95.00%	(102)	46.53%	(165)	58.59%	(95)			66.71%	35.15%	132	23
	New York, NY Chattanooga, TN	Kevin Davis Jeffrey Witt	Yes Yes		87.99% 81.48%	(138) (166)	65.96% 68.28%	(119) (111)	43.14% 47.32%	(133) (120)			65.69% 65.69%	34.65% 34.16%	133 134	19 22
1710121	Nashua, NH	Michael McKnight	Yes		78.11%	(170)	79.90%	(83)	39.06%	(143)			65.69%	33.66%	135	20
	Spokane, WA Lake Charles, LA	Manuel Ascencio John Speyrer	No Yes		95.25% 93.74%	(98) (112)	67.07% 52.70%	(117) (153)	34.58% 50.41%	(158) (115)			65.63% 65.62%	33.17% 32.67%	136 137	11 24
1740821	Birmingham South, AL	Vacant	No		98.82%	(74)	57.55%	(140)	40.16%	(140)			65.51%	32.18%	138	33
	Lancaster, PA	Jennifer Sefton Michelle Oehler	Yes		88.39% 76.47%	(135) (176)	70.96% 58.59%	(102) (137)	36.13% 59.30%	(153) (93)			65.16% 64.79%	31.68% 31.19%	139 140	21 25
	Dallas North, TX Santa Rosa, CA	Stacy St. George	Yes Yes		76.47% 88.41%	(176)	58.59% 61.19%	(137)	43.60%	(93) (132)			64.79% 64.40%	31.19% 30.69%	140	12
1740122	Columbia, SC	Mark McCandlish	Yes		89.74%	(130)	52.99%	(152)	50.36%	(116)		į	64.36%	30.20%	142	34
	Traverse City, MI Charleston, SC	Kyle Hislop Jennifer Williams	Yes Yes		73.73% 96.78%	(179) (85)	85.41% 39.31%	(70) (173)	32.42% 54.81%	(162) (103)			63.85% 63.63%	29.70% 29.21%	143 144	29 35
1730620	Chicago North, IL	Kimberly Stewart	Yes		95.54%	(95)	39.30%	(174)	55.47%	(100)			63.44%	28.71%	145	23
	Albuquerque, NM Fort Worth, TX	David Rascon Kevin Hutto	No Yes		95.81% 94.79%	(93) (105)	46.83% 52.54%	(164) (154)	46.10% 40.73%	(122) (137)			62.91% 62.69%	28.22% 27.72%	146 147	26 27
1730420	Kansas City North, MO	Daniel Prichard	Yes		96.82%	(84)	51.75%	(154)	37.40%	(148)			61.99%	27.23%	148	24
	Johnson City, TN Grand Rapids, MI	Carrie Young Matthew Meachum	No Yes		103.61% 98.68%	(54) (75)	54.22% 58.21%	(148) (138)	23.02% 23.96%	(180) (179)			60.28% 60.28%	26.73% 26.24%	149 150	25 30
	Tulsa North, OK	Norman Sandusky	Yes		84.85%	(155)	50.86%	(160)	44.82%	(179)			60.28%	25.74%	150	28
	Murfreesboro, TN	Benjamin Thigpen	Yes		52.11%	(195)	38.94%	(176)	88.57%	(22)			59.87%	25.25%	152	26
	Syracuse, NY Houston West, TX	Matthew Bartolo Angela Lawrence	Yes Yes		97.51% 81.12%	(82) (167)	53.00% 67.19%	(151) (115)	28.89% 29.95%	(167) (164)			59.80% 59.42%	24.75% 24.26%	153 154	22 29
1740320	Augusta, GA	Cheri Tutt	Yes		78.34%	(169)	30.68%	(189)	68.96%	(60)			59.33%	23.76%	155	36
	Tucson, AZ Nashville, TN	Barbara Sparrow Paige Richardson	Yes Yes		83.28% 84.35%	(162) (157)	58.64% 51.59%	(136) (157)	35.85% 39.70%	(154) (141)			59.25% 58.55%	23.27% 22.77%	156 157	30 27
1720622	Washington, DC	Deborah Williams	No		98.56%	(76)	39.77%	(171)	37.01%	(149)			58.45%	22.28%	158	31
	Modesto, CA Allentown, PA	David Walters Carolyn Basilone	Yes Yes		77.95% 94.37%	(171) (106)	53.42% 42.15%	(149) (169)	43.85% 38.45%	(130) (144)			58.41% 58.33%	21.78% 21.29%	159 160	13 23
	Greenville, SC	James Madden	Yes		71.08%	(180)	49.45%	(162)	53.84%	(109)			58.12%	20.79%	161	37
	Springfield, MA London, KY	Gregory Rothermich Christopher McCowan	Yes Yes		96.53% 91.08%	(88) (123)	54.27% 34.90%	(147) (183)	22.41% 44.78%	(183) (126)			57.74% 56.92%	20.30% 19.80%	162 163	24 32
	Baltimore, MD	Lynn Slovin	Yes		107.31%	(46)	45.38%	(163)	16.72%	(128)			56.47%	19.80%	164	33
	Buffalo, NY	Melissa Alaimo	Yes		82.22%	(165)	39.14%	(175)	46.10%	(123)		į	55.82%	18.81%	165	25
	Kalamazoo, MI Norfolk, VA	Arhea Norton Vacant	Yes No		50.64% 90.70%	(196) (126)	61.91% 57.11%	(125) (141)	54.44% 18.77%	(104) (194)			55.67% 55.52%	18.32% 17.82%	166 167	34 35
	Trenton, NJ	John Walters	Yes		86.20%	(148)	49.47%	(161)	29.08%	(166)			54.92%	17.33%	168	26
	Fort Wayne, IN Florence, AL	Vacant Lyndsie Fowler	No Yes		94.99% 70.76%	(103) (182)	34.08% 72.75%	(185) (98)	35.06% 20.29%	(157) (190)		į	54.71% 54.60%	16.83% 16.34%	169 170	28 38
1710622	Altoona, PA	Vicki Leiden-Woodring	Yes		85.58%	(152)	55.52%	(144)	22.64%	(182)			54.58%	15.84%	171	27
	Newark, NJ New Bedford, MA	Carmen Scarpignato Robert McBrier	Yes Yes		87.16% 83.90%	(143) (159)	53.15% 48.51%	(150) (163)	20.35% 28.03%	(188) (170)		! ! !	53.55% 53.48%	15.35% 14.85%	172 173	28 29
1760321	Tacoma, WA	Vacant	No		92.82%	(117)	38.24%	(177)	29.34%	(165)			53.47%	14.36%	174	14
	Lubbock, TX Murrieta, CA	Helen Reyes Rodney Bass	Yes No		94.32% 86.21%	(107) (147)	39.43% 16.00%	(172) (200)	24.06% 55.51%	(178) (99)		İ	52.60% 52.57%	13.86% 13.37%	175 176	31 15
1710320	Hicksville, NY	Jonathan Pickelny	Yes		88.11%	(137)	45.73%	(166)	22.79%	(181)			52.21%	12.87%	177	30
	Colorado Springs, CO Mobile, AL	Kurt Knight Elizabeth Williams	Yes No		96.30% 67.37%	(89) (185)	37.23% 58.82%	(179) (134)	20.36% 27.14%	(187) (174)			51.30% 51.11%	12.38% 11.88%	178 179	32 39
1730622	South Bend, IN	Anthony Mattucci	Yes		95.33%	(97)	25.43%	(194)	30.17%	(163)		İ	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 16
	Las Vegas, NV Victoria, TX	Aida Maxsam Amber Marsh	Yes Yes		95.13% 33.95%	(100) (201)	26.01% 51.28%	(193) (158)	24.93% 59.47%	(177) (92)			48.69% 48.23%	10.40% 9.90%	182 183	16 33
1760821	Los Angeles East, CA	Rafael Mirasol	Yes		90.19%	(129)	26.97%	(192)	25.98%	(175)			47.71%	9.41%	184	17
	Los Angeles West, CA Eugene, OR	Megan Pappas John McNamee	No Yes		44.76% 79.96%	(197) (168)	41.32% 44.71%	(170) (168)	54.30% 14.50%	(105) (202)		Ī 1 1 1	46.79% 46.39%	8.91% 8.42%	185 186	18 19
1760920	San Diego, CA	Raymond Cox	Yes		57.91%	(192)	32.94%	(187)	44.57%	(127)			45.14%	7.92%	187	20
	Beaumont, TX Portland, OR	James Rogers Matthew Medina	Yes Yes		55.02% 84.10%	(193) (158)	36.16% 32.66%	(182) (188)	40.58% 14.93%	(138) (201)			43.92% 43.90%	7.43% 6.93%	188 189	34 21
1760621	San Jose, CA	Scott Lineberry	No		76.96%	(174)	34.02%	(186)	19.13%	(193)		į   	43.37%	6.44%	190	22
	Austin South, TX	Nancy Jones Michael Hethcoat	Yes		61.29%	(189)	30.30% 36.80%	(191)	36.48%	(152) (189)			42.69% 42.38%	5.94% 5.45%	191	35 23
	Sacramento, CA Phoenix South, AZ	Michael Hethcoat Kevin Johannesen	Yes Yes		70.01% 88.36%	(183) (136)	36.80% 13.50%	(181) (202)	20.33% 18.04%	(189) (195)			42.38% 39.97%	5.45% 4.95%	192 193	23 36
1730423	Overland Park, KS	Chad Becker	Yes		74.61%	(178)	30.32%	(190)	13.58%	(203)		į	39.50%	4.46%	194	30
	Phoenix North, AZ Dallas South, TX	Lori Lawson Nilesh Patel	Yes Yes		59.94% 40.49%	(190) (198)	36.98% 38.02%	(180) (178)	19.51% 32.57%	(191) (161)		<u> </u>	38.81% 37.03%	3.96% 3.47%	195 196	37 38
1720320	Lexington, KY	William Barrass	Yes		67.06%	(186)	17.26%	(199)	15.50%	(200)			33.28%	2.97%	197	36
	Seattle, WA Mesa, AZ	Melissa Bian Gerald Lynn	Yes Yes		59.26% 52.13%	(191) (194)	23.11% 17.71%	(196) (198)	16.66% 17.97%	(199) (196)			33.01% 29.27%	2.48% 1.98%	198 199	24 39
	Long Beach, CA	Jill McCaffrey	Yes		39.91%	(194)	22.90%	(198)	22.25%	(184)			28.35%	1.49%	200	25
1760922	Irvine, CA	Ryan Crouch	Yes		32.32%	(203)	23.64%	(195)	22.24%	(185)			26.06%	0.99%	201	26
	Knoxville, TN Valdosta, GA	Dayna Carter Kimberly Hanks	Yes No		37.15%	(200)	12.75%	(203)	19.28% 136.64%	(192) (3)			23.06%	0.50%	202	31
	Minneapolis, MN	Vacant	No		77.62%	(173)	15.50%	(201)		(-)						4

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)
  - Mighest 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 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) Hysi Natio Then, Top (27) Territories Nationally	ngla ER Territory  nally Then, Top (2) Territories per Region (12)	Up to 40 Territories	Next 3 Hysingla ER Territories per Region		
Butrans Territory	# 1: Top (1) Bu Then, Top (14) Territories Nationally		Up to 21 Territories	Next 2 Butrans Territories per Region		
Portfolio Territory	#1: Top (1) Terr	ritory Nationally	Up to 1 Territory	Next 1 Portfolio Territory Nationally		
Account TBM	Top (2) N	lationally	Up to 2 ATBMs	Next 1 ATBM Nationally		
Transfer Pool	Top (2) Eligible Transferees, Nationally		<b>Up to 2 Nationally</b> 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		