

FIRST LOOK
Data file
2018 Week#8 (2/22/18)
OTB Net Revenues, by AE

| Count | BI_YEAR_KEY | BI_WK_NBR | Title | Group | Division | Region-Category | BI_ACCT_EXEC_NM | Employee Name | Manager Name | % FY Rev vs First Look Goal |
|-------|-------------|-----------|-------|-------------|-----------|-----------------|-------------------------|--|--------------------------|-----------------------------|
| 1 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidNorth | Brett Richter | Brett Richter | Steve Houselander | 128.1% |
| 2 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidNorth | Desiree Rongitsch | Desiree Rongitsch | Peter Provost | 127.7% |
| 3 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidNorth | Jennifer Wabers | Jennifer Wabers | Paul Sweet | 158.0% |
| 4 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidNorth | Kathryn Searles | Kathryn Searles | Jan Letko | 129.7% |
| 5 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidNorth | Michael Sieracki | Michael Sieracki | John Merchlewitz | |
| 6 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidNorth | Susan Welk | Susan Welk | Jan Letko | 89.8% |
| 7 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidNorth | Tom Binder | Tom Binder | Jason Bjorson | 144.7% |
| 8 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidNorth | Tori Grant Welhouse | Tori Grant Welhouse | Todd Wery | 60.3% |
| 9 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidWest | Angela Love | Angela Love | Mike Elam | 117.1% |
| 10 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidWest | Brant Gillett | Brant Gillett | Jamie Hurt | 58.4% |
| 11 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidWest | Douglas Montgomery | Douglas Montgomery | Jamie Hurt | 68.3% |
| 12 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidWest | Jeff McCann | Jeff McCann | Bonnie Gallagher | 26.4% |
| 13 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidWest | Jeff Stone | Jeff Stone | Mike Pieper | 128.5% |
| 14 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidWest | Lori Dickerson | Lori Dickerson | Mike Pieper | 55.8% |
| 15 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidWest | Lori James | Lori James | Bonnie Gallagher | 96.6% |
| 16 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidWest | Sherry Saylor | Sherry Saylor | Lori Brown | 59.6% |
| 17 | 2018 | 08 | AE | \$1 - \$1.5 | Central | MidWest | Tamara Dudenhoeffer | Tamara Dudenhoeffer | Mike Pieper | 160.1% |
| 18 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Chelsey Ketcher | Chelsey Ketcher | Sean Lervaa | 89.0% |
| 19 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Deana Holmes | Deana Holmes | David Allen | 84.6% |
| 20 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Ellen Cannon | Ellen Cannon | Kim Murray | 164.2% |
| 21 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Jeanette Valenzuela | Jeanette Valenzuela | David Allen | |
| 22 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Jessica Miller | Jessica Miller | David Allen | 38.8% |
| 23 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Kara Heinen | Kara Heinen | Steven Brooks | 233.4% |
| 24 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Kathy Reiter | Kathy Reiter | Steven Brooks | 109.7% |
| 25 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Kendall Washington | Kendall Washington | John Pedevilla | 46.6% |
| 26 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Kevin Christian | Kevin Christian | John Pedevilla | 101.2% |
| 27 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Marie Dale | Marie Dale | Matt Ellis | 112.9% |
| 28 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Marla Newton | Marla Newton | David Allen | 122.7% |
| 29 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Mitchell Borges | Mitchell Borges | Matt Ellis | 59.1% |
| 30 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | San Antonio Job Share 2 | Job Share - Dorothy Basso/Sarah Kardys | Kristine Gomez | 120.8% |
| 31 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Sheldon Davis | Sheldon Davis | Sally Martinez | 142.3% |
| 32 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Sonia Brown | Sonia Brown | Kim Murray | 106.3% |
| 33 | 2018 | 08 | AE | \$1 - \$1.5 | Central | Texas | Teri Longoria-DeAnda | Teri Longoria-DeAnda | Sally Martinez | 114.0% |
| 34 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | New York | Brendan Whelan | Brendan Whelan | Staten Island LSM | 36.9% |
| 35 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | New York | Dean Darling | Dean Darling | Derek Benedict | 89.4% |
| 36 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | New York | Kevin Walsh | Kevin Walsh | Staten Island LSM | 40.4% |
| 37 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Alicia Kerrigan | Alicia Kerrigan | Mike Chase | 65.5% |
| 38 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Andrea Nardell | Andrea Nardell | Janey Ames | 93.4% |
| 39 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Angela Haynes | Angela Haynes | Laura Lee | 62.0% |
| 40 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Brian Schwab | Brian Schwab | Christine Smith | 46.3% |
| 41 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Britany Martindale | Britany Martindale | Kevin Tucker | 75.9% |
| 42 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Carey Bradley | Carey Bradley | Christine Smith | 40.0% |
| 43 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Diane Hansen | Diane Hansen | Ron Stricker | 112.0% |
| 44 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Georgiann Pace | Georgiann Pace | Christine Smith | 125.0% |
| 45 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Jeffrey Schroeder | Jeffrey Schroeder | Karen Pope | 64.6% |
| 46 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Joan Hronec | Joan Hronec | Kevin Tucker | 56.9% |
| 47 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Kimberly Lucas | Kimberly Lucas | Annie Keith | 80.8% |
| 48 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Lauren Pirkey | Lauren Pirkey | Laura Lee | 116.4% |
| 49 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Mary Brann | Mary Brann | Kerry Collins | 56.9% |
| 50 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Ryan Brant | Ryan Brant | Kerry Collins | 128.9% |
| 51 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Sally Boggins | Sally Boggins | Janey Ames | 53.0% |
| 52 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Sarah Mouse | Sarah Mouse | Kerry Collins | 156.6% |
| 53 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Sarah Zingale | Sarah Zingale | Annie Keith | 65.4% |
| 54 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Shawn Gibeault | Shawn Gibeault | Annie Keith | 76.1% |
| 55 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Sheila Robinson | Sheila Robinson | Kevin Tucker | 135.3% |
| 56 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Thomas Dinkel | Thomas Dinkel | Ron Stricker | 35.0% |
| 57 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Timothy Powers | Timothy Powers | Karen Pope | 117.0% |
| 58 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Ohio | Todd Teitel | Todd Teitel | Chadwick Collins | 87.1% |
| 59 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Aaron Pulinski | Aaron Pulinski | Natasha Polito | 61.5% |
| 60 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Andy Axler | Andy Axler | Tara MacDonald | 117.6% |
| 61 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Gerilynn Brei | Gerilynn Brei | Bill Bagley | 62.5% |
| 62 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Gretchen McLauchlan | Gretchen McLauchlan | Erin Duffy | 134.6% |
| 63 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Jeff Margerison | Jeff Margerison | Doug Foerster | 43.3% |
| 64 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Jennifer Mossotti | Jennifer Mossotti | Erin Duffy | 52.7% |
| 65 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Joseph Famolaro | Joseph Famolaro | Katherine Drake Marhaver | 51.0% |
| 66 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Lauren Elias | Lauren Elias | Tara MacDonald | 208.9% |
| 67 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Lauren Stricos | Lauren Stricos | Tracy Cramer | 117.4% |
| 68 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Marc Gilbert | Marc Gilbert | Erin Duffy | 78.0% |
| 69 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Matt Wells | Matt Wells | Nick Darling | 102.0% |
| 70 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Melissa Vassenelli | Melissa Vassenelli | Erin Duffy | 112.0% |
| 71 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Patrick Evans | Patrick Evans | Laura Whittinghill | 48.7% |
| 72 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Ryan Robbins | Ryan Robbins | Bill Bagley | 108.6% |
| 73 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Sarah Keep | Sarah Keep | Doug Foerster | 54.6% |
| 74 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Scott Gordon | Scott Gordon | Natasha Polito | 3.3% |
| 75 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Simone Amos | Simone Amos | Tara MacDonald | 90.0% |
| 76 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Stacey Fudella | Stacey Fudella | Laura Whittinghill | 123.4% |
| 77 | 2018 | 08 | AE | \$1 - \$1.5 | Northeast | Upstate NY / ME | Thomas Penn | Thomas Penn | Jennifer Loonan | 56.9% |
| 78 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Brian Haag | Brian Haag | Emily Zalacca | 173.3% |
| 79 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Carole Herndon | Carole Herndon | Rob Padgett | 71.4% |
| 80 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Chanon Smith | Chanon Smith | Jon Bloom | 50.4% |
| 81 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Crystal Garrett | Crystal Garrett | | 766.9% |
| 82 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Denise Williams | Denise Williams | Jody Walker Little | 94.0% |
| 83 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Donald Blackwell | Donald Blackwell | Darryl Heller | 147.9% |
| 84 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Frederick Briggs | Frederick Briggs | Rob Padgett | 62.6% |
| 85 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Holly Wise | Holly Wise | Teresa Vause | 105.5% |
| 86 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Joan Cook | Joan Cook | Jon Bloom | 132.2% |
| 87 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Laura Snellgrove | Laura Snellgrove | Dody Yarborough | 84.8% |
| 88 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Monica Johnston | Monica Johnston | Summer Hamdan | 105.5% |
| 89 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Paula Lynch | Paula Lynch | Dody Yarborough | 35.2% |
| 90 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Raymond Barber | Raymond Barber | Rob Padgett | 65.2% |
| 91 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Roger Payne | Roger Payne | Donna Hammett | 103.7% |
| 92 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Samantha Brock | Samantha Brock | Donna Hammett | 71.6% |
| 93 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Stephanie Christiansen | Stephanie Christiansen | Rob Padgett | 65.6% |
| 94 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Tim Hill | Tim Hill | Roy Costner | 44.7% |
| 95 | 2018 | 08 | AE | \$1 - \$1.5 | South | Carolinas | Tim Kersey | Tim Kersey | Dody Yarborough | 90.5% |

| Count | BI_YEAR_KEY | BI_WK_NBR | Title | Group | Division | Region-Category | BI_ACCT_EXEC_NM | Employee Name | Manager Name | % FY Rev vs First Look Goal |
|-------|-------------|-----------|-------|-------------|-----------|-----------------|----------------------------|--|--------------------|-----------------------------|
| 96 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Anna Palermo | Anna Palermo | Gary Tietjen | 73.6% |
| 97 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Ashley Sanchez | Ashley Sanchez | Kimberly Winters | 48.1% |
| 98 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Carl Brigandi | Carl Brigandi | Norm Pytel | 80.0% |
| 99 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Cindy Brown | Cindy Brown | Chris Kelley | 68.7% |
| 100 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | George Chacanas | George Chacanas | John Fennessy | 87.0% |
| 101 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Ivan Marasca | Ivan Marasca | Nick Puddicombe | 68.1% |
| 102 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Jacki Rainer | Jacki Rainer | Chris Kelley | 49.3% |
| 103 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Janet Koch | Janet Koch | Paula Gaustad | 100.1% |
| 104 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Marjie McNeal | Marjie McNeal | Tom Sweat | 91.7% |
| 105 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Maira O'Malley | Maira O'Malley | Paula Gaustad | 118.3% |
| 106 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Patricia Severson | Patricia Severson | Chris Kelley | 86.3% |
| 107 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Terri Ilgen | Terri Ilgen | Paula Gaustad | 23.2% |
| 108 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Tom Sweat | Tom Sweat | Chris Kelley | |
| 109 | 2018 | 08 | AE | \$1 - \$1.5 | South | Florida | Tory Jordan | Tory Jordan | Gary Tietjen | 114.3% |
| 110 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Amanda Lee | Amanda Lee | Mitch Fain | 28.6% |
| 111 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Ashley Hill | Ashley Hill | John Payne | 38.3% |
| 112 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Bobby Currutt | Bobby Currutt | Kevin Anderson | 56.9% |
| 113 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Carol Brown | Carol Brown | Mitch Fain | 82.0% |
| 114 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Christopher Idle | Christopher Idle | Chadwick Collins | 118.4% |
| 115 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Deborah Mercier | Deborah Mercier | Chris Munson | 102.6% |
| 116 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Holly Bussey | Holly Bussey | Chadwick Collins | 85.3% |
| 117 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Joshua Tubbs | Joshua Tubbs | Kevin Anderson | 23.4% |
| 118 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Lexington Job Share Team 1 | Job Share: Misty Fresca/Kimberly Wade | George Robbins | 60.1% |
| 119 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Lisa Simmons | Lisa Simmons | Chris Munson | 48.9% |
| 120 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Marianna Mackey | Marianna Mackey | Gene Hardy | 96.1% |
| 121 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Roger William Mills | Roger William Mills | John Moore | 96.0% |
| 122 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Todd O'Daniel | Todd O'Daniel | Chadwick Collins | 56.7% |
| 123 | 2018 | 08 | AE | \$1 - \$1.5 | South | Southeast | Vicki Evans | Vicki Evans | Gene Hardy | 81.0% |
| 124 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Barry Van Beers | Barry Van Beers | Derek Eggers | 142.4% |
| 125 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Bob Sabine | Bob Sabine | Mike Jaffe | 60.8% |
| 126 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Brian Katz | Brian Katz | Jason Shaffer | 124.4% |
| 127 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Carolina Flores | Carolina Flores | Joe Flores | 69.9% |
| 128 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Carolyn Mariano | Carolyn Mariano | Michelle Beauchamp | 60.2% |
| 129 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Christian Hornsby | Christian Hornsby | Derek Eggers | 82.4% |
| 130 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Crystal Matthews | Crystal Matthews | Helene Juceam | 51.3% |
| 131 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Daniel Yokich | Daniel Yokich | Jason Shaffer | 124.2% |
| 132 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Danielle Seniff | Danielle Seniff | Niven Howlett | 96.8% |
| 133 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | David Oster | David Oster | Lance Lowrie | 58.0% |
| 134 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Denise Bianco | Denise Bianco | Joe Flores | 209.7% |
| 135 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Dennis Morey | Dennis Morey | John Krenzer | 126.5% |
| 136 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Diane Troutd | Diane Troutd | Joshua Stratton | 27.9% |
| 137 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Elizabeth Todd | Elizabeth Todd | Niven Howlett | 128.2% |
| 138 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Gina Easton | Gina Easton | Michelle Beauchamp | 73.6% |
| 139 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Ilana Burgin | Ilana Burgin | Joe Flores | 82.4% |
| 140 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Joynier Lockett | Joynier Lockett | Jason Shaffer | 126.6% |
| 141 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Kelli Schatz | Kelli Schatz | Helene Juceam | 161.2% |
| 142 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Kimberly McKibben | Kimberly McKibben | Niven Howlett | 58.8% |
| 143 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Martha Gibson | Martha Gibson | Eugenia Mazzapica | 86.5% |
| 144 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Michael Manning | Michael Manning | John Krenzer | 53.4% |
| 145 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Nancy Burleson | Nancy Burleson | Eugenia Mazzapica | 108.7% |
| 146 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Paula Darlas | Paula Darlas | Jason Shaffer | 132.4% |
| 147 | 2018 | 08 | AE | \$1 - \$1.5 | West | LA | Stephanie Clark | Stephanie Clark | Michelle Beauchamp | 80.9% |
| 148 | 2018 | 08 | AE | \$1 - \$1.5 | West | Mountain States | Christine Erb | Christine Erb | Grant Linnen | 122.9% |
| 149 | 2018 | 08 | AE | \$1 - \$1.5 | West | Pacific States | Annette Ching | Annette Ching | Michael Garcia | 70.3% |
| 150 | 2018 | 08 | AE | \$1 - \$1.5 | West | Pacific States | Gregory Florian | Gregory Florian | Michael Garcia | 150.8% |
| 151 | 2018 | 08 | AE | \$1 - \$1.5 | West | Pacific States | Karen Lee | Karen Lee | Michael Garcia | 76.7% |
| 152 | 2018 | 08 | AE | \$1 - \$1.5 | West | Pacific States | Lorraine Sugimoto | Lorraine Sugimoto | Michael Garcia | 66.5% |
| 153 | 2018 | 08 | AE | \$1 - \$1.5 | West | Pacific States | Melanie Rosehill | Melanie Rosehill | Michael Garcia | 108.2% |
| 154 | 2018 | 08 | AE | \$1.5+ | Central | MidNorth | Cindy McCabe | Cindy McCabe | Todd Wery | 121.3% |
| 155 | 2018 | 08 | AE | \$1.5+ | Central | MidNorth | Jennifer Pizur | Jennifer Pizur | Jason Bjorson | 138.8% |
| 156 | 2018 | 08 | AE | \$1.5+ | Central | MidNorth | Jessica Opat | Jessica Opat | Steve Houselander | 99.9% |
| 157 | 2018 | 08 | AE | \$1.5+ | Central | MidNorth | Joann DeYoung | Joann DeYoung | Jason Bjorson | 102.9% |
| 158 | 2018 | 08 | AE | \$1.5+ | Central | MidNorth | Kathryn Grant | Kathryn Grant | Jason Bjorson | 137.8% |
| 159 | 2018 | 08 | AE | \$1.5+ | Central | MidNorth | Kelly Resch | Kelly Resch | Steve Houselander | 83.5% |
| 160 | 2018 | 08 | AE | \$1.5+ | Central | MidNorth | Shan Roth Bookstaff | Shan Roth Bookstaff | Paul Sweet | 134.3% |
| 161 | 2018 | 08 | AE | \$1.5+ | Central | MidWest | Ashley Cajthaml | Ashley Cajthaml | Lori Brown | 147.9% |
| 162 | 2018 | 08 | AE | \$1.5+ | Central | MidWest | Becky Lisner | Becky Lisner | Lori Brown | 97.7% |
| 163 | 2018 | 08 | AE | \$1.5+ | Central | MidWest | Dave Castro | Dave Castro | Mike Pieper | 124.3% |
| 164 | 2018 | 08 | AE | \$1.5+ | Central | MidWest | Franci Massey | Franci Massey | Jamie Hurt | 63.6% |
| 165 | 2018 | 08 | AE | \$1.5+ | Central | MidWest | Jill Sherman | Jill Sherman | Jamie Hurt | 67.7% |
| 166 | 2018 | 08 | AE | \$1.5+ | Central | MidWest | Ken Deutch | Ken Deutch | Mike Pieper | 96.5% |
| 167 | 2018 | 08 | AE | \$1.5+ | Central | MidWest | Kevin Barry | Kevin Barry | Mike Elam | 107.3% |
| 168 | 2018 | 08 | AE | \$1.5+ | Central | MidWest | Lynley Gee | Lynley Gee | Jamie Hurt | 82.0% |
| 169 | 2018 | 08 | AE | \$1.5+ | Central | MidWest | Maureen Werner | Maureen Werner | Mike Elam | 74.2% |
| 170 | 2018 | 08 | AE | \$1.5+ | Central | MidWest | Sue Masker | Sue Masker | Mike Elam | 121.2% |
| 171 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Andrea Burson | Andrea Burson | Kristine Gomez | 164.8% |
| 172 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Angela Dooms | Angela Dooms | Kristine Gomez | |
| 173 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Annette Reid | Annette Reid | Eric Atchley | 66.1% |
| 174 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Arntila Womack | Arntila Womack | Raymond May | 80.5% |
| 175 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Ashley Dudley | Ashley Dudley | Eric Atchley | 97.1% |
| 176 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Claudia Montgomery | Claudia Montgomery | David Allen | 130.4% |
| 177 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Dan Squyres | Dan Squyres | Kim Murray | 252.3% |
| 178 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Eric Lunsford | Eric Lunsford | Sean Lervaa | 171.5% |
| 179 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Janet Emmert | Janet Emmert | David Allen | 69.8% |
| 180 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Jimmy Hare | Jimmy Hare | Rick Barnhart | 59.4% |
| 181 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Joan Hemstreet | Joan Hemstreet | Rick Barnhart | 49.1% |
| 182 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Job Share Flume / Langlois | Job Share: Debra Flume / Angela Dooms Langlois | Kristine Gomez | 25.7% |
| 183 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Job Share Michel / Witt | Job Share: Ray Michel / Doreen Witt | Kimberly Murray | 102.8% |
| 184 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Job Share Weaver / Whitten | Alyson Weaver | Kim Murray | 40.1% |
| 185 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Joey Little | Joey Little | Rick Barnhart | 32.1% |
| 186 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Kathy Sparks | Kathy Sparks | Rick Barnhart | 90.3% |
| 187 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Keith Grubb | Keith Grubb | Eric Atchley | 85.2% |
| 188 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Kenny Gierl | Kenny Gierl | Rick Barnhart | 58.0% |
| 189 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Lisa Reid | Lisa Reid | Rick Barnhart | 138.0% |
| 190 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Michael Crow | Michael Crow | John Pedevilla | 88.2% |
| 191 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Mike Nelson | Mike Nelson | Eric Atchley | 45.1% |
| 192 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Nicholas Mohamed | Nicholas Mohamed | Kristine Gomez | 68.7% |
| 193 | 2018 | 08 | AE | \$1.5+ | Central | Texas | Paul Powitz | Paul Powitz | Eric Atchley | 46.4% |
| 194 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Adam Meyer | Adam Meyer | Shapiro/Hermes | 51.5% |
| 195 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Brenda Irizarry | Brenda Irizarry | Jaime Morrison | 148.7% |
| 196 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Brian Cavallo | Brian Cavallo | Shapiro/Hermes | 80.7% |
| 197 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Carlos Jimenez | Carlos Jimenez | Derek Benedict | 95.8% |
| 198 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Corey Petruccelli | Corey Petruccelli | Shapiro/Hermes | 139.0% |
| 199 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Danielle Daley | Danielle Daley | Shapiro/Hermes | 100.7% |
| 200 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | David Blakely | David Blakely | Derek Benedict | 70.3% |
| 201 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Donna Ellerson | Donna Ellerson | Jaime Morrison | 93.8% |

| Count | BI_YEAR_KEY | BI_WK_NBR | Title | Group | Division | Region-Category | BI_ACCT_EXEC_NM | Employee Name | Manager Name | % FY Rev vs First Look Goal |
|-------|-------------|-----------|-------|--------|-----------|-----------------|-------------------------------|--|--------------------------|-----------------------------|
| 202 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Dylan Larkin | Dylan Larkin | Shapiro/Hermes | 79.8% |
| 203 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Eric Tolchin | Eric Tolchin | Jaime Morrison | 113.2% |
| 204 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Florence O'Brien | Florence O'Brien | Shapiro/Hermes | 83.8% |
| 205 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Jo Ellen Rix | Jo Ellen Rix | Shapiro/Hermes | 121.8% |
| 206 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Jonathan Auster | Jonathan Auster | Shapiro/Hermes | 82.8% |
| 207 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Philip LeFevre | Philip LeFevre | Shapiro/Hermes | 120.5% |
| 208 | 2018 | 08 | AE | \$1.5+ | Northeast | New York | Timothy Minter | Timothy Minter | Jaime Morrison | 70.8% |
| 209 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Aimee Krzyscin | Aimee Krzyscin | Christine Smith | 88.8% |
| 210 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Brian Florko | Brian Florko | Jim Post | 58.2% |
| 211 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Chris Reid | Chris Reid | Janey Ames | 83.8% |
| 212 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Constance Rockwood | Constance Rockwood | Annie Keith | 81.7% |
| 213 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Deborah Ziegman | Deborah Ziegman | Karen Pope | 90.3% |
| 214 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Dianne Haggins | Dianne Haggins | Kevin Tucker | 46.3% |
| 215 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Heather Schultz | Heather Schultz | Laura Lee | 60.2% |
| 216 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Jennifer Babcock | Jennifer Babcock | Mike Chase | 71.7% |
| 217 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Job Share Copfer / Benton | Job Share: Renee Copfer / Tracy Benton | Mike Chase | 102.8% |
| 218 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Job Share O'Hara / Carter | Job Share: Amanda O'Hara / Coleen Carter | Janey Ames | 78.1% |
| 219 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Job Share Steinbrunner / Paul | Job Share: Karen Steinbrunner / Natasha Paul | Laura Lee | 80.3% |
| 220 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Joseph Trem | Joseph Trem | Christine Smith | 118.4% |
| 221 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Kimberly Tolnar | Kimberly Tolnar | Laura Lee | 85.4% |
| 222 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Megan Miller | Megan Miller | Mike Chase | 92.1% |
| 223 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Nicholas Grote | Nicholas Grote | Jim Post | 100.0% |
| 224 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Patrick Horgan | Patrick Horgan | Laura Lee | 111.6% |
| 225 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Sara Backman | Sara Backman | Ron Stricker | 59.9% |
| 226 | 2018 | 08 | AE | \$1.5+ | Northeast | Ohio | Taylor Moore | Taylor Moore | Ron Stricker | 148.4% |
| 227 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Ann Mizgala | Ann Mizgala | Katherine Drake Marhaver | 40.2% |
| 228 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Ed Glasgow | Ed Glasgow | Natasha Polito | 81.7% |
| 229 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Gwen Dyer | Gwen Dyer | Doug Foerster | 83.3% |
| 230 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Jaime Ralston | Jaime Ralston | Tara MacDonald | 93.1% |
| 231 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Jane Daley | Jane Daley | Tara MacDonald | 120.1% |
| 232 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Job Share Hull / Savattieri | Job Share: Diane Hull / Elise Savattieri | Laura Whittinghill | 83.3% |
| 233 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Julie Kramer | Julie Kramer | Doug Foerster | 89.9% |
| 234 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Lindsay Maurer | Lindsay Maurer | Nick Darling | 87.6% |
| 235 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Rochester Job Share 1 | Job Share: Heahter Iannone/Gina Loewenguth | Natasha Polito | 76.6% |
| 236 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Rochester Job Share 2 | Job Share: Traci Mcelroy/Elise Gruttadauria | William Bagley | 119.7% |
| 237 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Sasha Beadnell | Sasha Beadnell | Tracy Cramer | 94.2% |
| 238 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Terri Endries | Terri Endries | Erin Duffy | 89.1% |
| 239 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Tom Hendricks | Tom Hendricks | Bill Bagley | 54.1% |
| 240 | 2018 | 08 | AE | \$1.5+ | Northeast | Upstate NY / ME | Vanessa Miller | Vanessa Miller | Nick Darling | 101.0% |
| 241 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Angie Ferguson | Angie Ferguson | Matt Livoti | 103.0% |
| 242 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Brannon Gilliam | Brannon Gilliam | Rob Padgett | 50.8% |
| 243 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Charlotte Job Share | Job Share: Nancy Bolinger/Crystal Thornburg | Matt Livoti | 55.3% |
| 244 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Cindy Morgan | Cindy Morgan | John Shannon | 46.9% |
| 245 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Devon Brewer | Devon Brewer | Jon Bloom | 58.4% |
| 246 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Jacob Desvaux | Jacob Desvaux | Emily Zalacca | 89.2% |
| 247 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Joanne Brown | Joanne Brown | Emily Zalacca | 118.8% |
| 248 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Kellie Brys | Kellie Brys | David McGee | 53.2% |
| 249 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Kevin Pittman | Kevin Pittman | David McGee | 57.9% |
| 250 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Lynne Dallin | Lynne Dallin | David McGee | 30.4% |
| 251 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Nancy Bolinger | Nancy Bolinger | Matt Livoti | 724.1% |
| 252 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Russell Doggett | Russell Doggett | David McGee | 69.3% |
| 253 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Ryan Fleming | Ryan Fleming | Roy Costner | 47.4% |
| 254 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Sean Hollern | Sean Hollern | Rob Padgett | 93.8% |
| 255 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Shannon Barbour | Shannon Barbour | Jon Bloom | 62.5% |
| 256 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Shelley Hutchinson | Shelley Hutchinson | Emily Zalacca | 54.7% |
| 257 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Sherry Howell | Sherry Howell | Matt Livoti | 107.3% |
| 258 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Tony Ruland | Tony Ruland | Matt Livoti | 77.1% |
| 259 | 2018 | 08 | AE | \$1.5+ | South | Carolinas | Victoria Parker | Victoria Parker | Roy Costner | 86.1% |
| 260 | 2018 | 08 | AE | \$1.5+ | South | Florida | Anne Marie Burns | Anne Marie Burns | Chuck Budt | 53.4% |
| 261 | 2018 | 08 | AE | \$1.5+ | South | Florida | Bryan Hatfield | Bryan Hatfield | Gary Tietjen | 58.8% |
| 262 | 2018 | 08 | AE | \$1.5+ | South | Florida | Carrie Showalter | Carrie Showalter | Nick Puddicombe | 106.8% |
| 263 | 2018 | 08 | AE | \$1.5+ | South | Florida | Dan Bell | Dan Bell | John Fennessy | 71.1% |
| 264 | 2018 | 08 | AE | \$1.5+ | South | Florida | Debby Phillips | Debby Phillips | John Fennessy | 96.9% |
| 265 | 2018 | 08 | AE | \$1.5+ | South | Florida | Diana Perreira | Diana Perreira | Chris Kelley | 113.1% |
| 266 | 2018 | 08 | AE | \$1.5+ | South | Florida | Dorothy Conflenti | Dorothy Conflenti | Steve Culkar | 84.9% |
| 267 | 2018 | 08 | AE | \$1.5+ | South | Florida | Eva Carter | Eva Carter | Nick Puddicombe | 88.4% |
| 268 | 2018 | 08 | AE | \$1.5+ | South | Florida | Frank Longo | Frank Longo | Nick Puddicombe | 78.0% |
| 269 | 2018 | 08 | AE | \$1.5+ | South | Florida | Greg Hubbard | Greg Hubbard | Chris Kelley | 56.7% |
| 270 | 2018 | 08 | AE | \$1.5+ | South | Florida | Ira Heller | Ira Heller | Norm Pytel | 79.0% |
| 271 | 2018 | 08 | AE | \$1.5+ | South | Florida | James Cassidy | James Cassidy | Tom Sweat | 62.9% |
| 272 | 2018 | 08 | AE | \$1.5+ | South | Florida | Janey Hallberg | Janey Hallberg | Chuck Budt | 207.7% |
| 273 | 2018 | 08 | AE | \$1.5+ | South | Florida | JJ Gunter | JJ Gunter | Steve Culkar | 75.8% |
| 274 | 2018 | 08 | AE | \$1.5+ | South | Florida | John Maples | John Maples | Kimberly Winters | 59.7% |
| 275 | 2018 | 08 | AE | \$1.5+ | South | Florida | Jose Alvarez | Jose Alvarez | Chuck Budt | 158.8% |
| 276 | 2018 | 08 | AE | \$1.5+ | South | Florida | Julie Hillsborough | Julie Ketcham | John Fennessy | 95.5% |
| 277 | 2018 | 08 | AE | \$1.5+ | South | Florida | Laurie Lattimore | Laurie Lattimore | Steve Culkar | 83.2% |
| 278 | 2018 | 08 | AE | \$1.5+ | South | Florida | Mark Menges | Mark Menges | Gary Tietjen | 179.2% |
| 279 | 2018 | 08 | AE | \$1.5+ | South | Florida | Michael McCann | Michael McCann | Chuck Budt | 161.3% |
| 280 | 2018 | 08 | AE | \$1.5+ | South | Florida | Michael Young | Michael Young | Steve Culkar | 122.7% |
| 281 | 2018 | 08 | AE | \$1.5+ | South | Florida | Norman Chiger | Norman Chiger | Gary Tietjen | 74.1% |
| 282 | 2018 | 08 | AE | \$1.5+ | South | Florida | Paige Holley | Paige Holley | Norm Pytel | 100.9% |
| 283 | 2018 | 08 | AE | \$1.5+ | South | Florida | Pat Hendryx | Pat Hendryx | John Fennessy | 94.1% |
| 284 | 2018 | 08 | AE | \$1.5+ | South | Florida | Robert Klomp | Robert Klomp | Steve Culkar | 104.2% |
| 285 | 2018 | 08 | AE | \$1.5+ | South | Florida | Robert Richmond | Robert Richmond | Paula Gaustad | 61.2% |
| 286 | 2018 | 08 | AE | \$1.5+ | South | Florida | Scott Fairhurst | Scott Fairhurst | Chuck Budt | 83.4% |
| 287 | 2018 | 08 | AE | \$1.5+ | South | Florida | Sheila Usher | Sheila Usher | Kimberly Winters | 89.7% |
| 288 | 2018 | 08 | AE | \$1.5+ | South | Florida | Steve Perkins | Steve Perkins | Chuck Budt | 92.6% |
| 289 | 2018 | 08 | AE | \$1.5+ | South | Florida | Susan Forte | Susan Forte | Steve Culkar | 54.6% |
| 290 | 2018 | 08 | AE | \$1.5+ | South | Florida | Susan Green | Susan Green | Chris Kelley | 79.7% |
| 291 | 2018 | 08 | AE | \$1.5+ | South | Florida | Suzy Culver | Suzy Culver | Paula Gaustad | 113.7% |
| 292 | 2018 | 08 | AE | \$1.5+ | South | Florida | Teleana Jones | Teleana Jones | Kimberly Winters | 136.0% |
| 293 | 2018 | 08 | AE | \$1.5+ | South | Florida | Tim Shumway_Regional | Tim Shumway_Regional | Chuck Budt | 93.9% |
| 294 | 2018 | 08 | AE | \$1.5+ | South | Florida | Vicki Farrell | Vicki Farrell | Norm Pytel | 86.3% |
| 295 | 2018 | 08 | AE | \$1.5+ | South | Southeast | Amy Kabase | Amy Kabase | Scott Reed | 45.0% |
| 296 | 2018 | 08 | AE | \$1.5+ | South | Southeast | Brian Eckley | Brian Eckley | John Payne | 26.5% |
| 297 | 2018 | 08 | AE | \$1.5+ | South | Southeast | John Wiegand | John Wiegand | Mitch Fain | 63.6% |
| 298 | 2018 | 08 | AE | \$1.5+ | South | Southeast | Stephanie Lake | Stephanie Lake | Chad Collins | 56.0% |
| 299 | 2018 | 08 | AE | \$1.5+ | West | LA | Adlink Job Share | Job Share: Laura Chas/Deanne Szuchan | Derek Messana | 124.4% |
| 300 | 2018 | 08 | AE | \$1.5+ | West | LA | Bill Mee | Bill Mee | Michelle Beauchamp | 90.5% |
| 301 | 2018 | 08 | AE | \$1.5+ | West | LA | Dawn Prather | Dawn Prather | Niven Howlett | 147.0% |
| 302 | 2018 | 08 | AE | \$1.5+ | West | LA | Debbie Finke | Debbie Finke | Niven Howlett | 59.1% |
| 303 | 2018 | 08 | AE | \$1.5+ | West | LA | Gina Mysel | Gina Mysel | Tom Laky | 103.3% |
| 304 | 2018 | 08 | AE | \$1.5+ | West | LA | Greg Finch | Greg Finch | Tom Laky | 47.8% |
| 305 | 2018 | 08 | AE | \$1.5+ | West | LA | HomeTeamSports | HomeTeamSports | | |
| 306 | 2018 | 08 | AE | \$1.5+ | West | LA | Jack Greenspon | Jack Greenspon | Kelly Reed | 36.4% |

| Count | BI_YEAR_KEY | BI_WK_NBR | Title | Group | Division | Region-Category | BI_ACCT_EXEC_NM | Employee Name | Manager Name | % FY Rev vs First Look Goal |
|-------|-------------|-----------|-------|---------------|-----------|-----------------|----------------------|----------------------|--------------------|-----------------------------|
| 307 | 2018 | 08 | AE | \$1.5+ | West | LA | Jeff Morris | Jeff Morris | Dereck Messana | 242.4% |
| 308 | 2018 | 08 | AE | \$1.5+ | West | LA | Johanna Flores | Johanna Flores | Niven Howlett | 101.7% |
| 309 | 2018 | 08 | AE | \$1.5+ | West | LA | Julien Sautot | Julien Sautot | Kelly Reed | 117.2% |
| 310 | 2018 | 08 | AE | \$1.5+ | West | LA | Kathy Guarderas | Kathy Guarderas | Kelly Reed | 30.9% |
| 311 | 2018 | 08 | AE | \$1.5+ | West | LA | Lisa Behr | Lisa Behr | Joe Flores | 102.9% |
| 312 | 2018 | 08 | AE | \$1.5+ | West | LA | Lisa Fletcher | Lisa Fletcher | Niven Howlett | 58.6% |
| 313 | 2018 | 08 | AE | \$1.5+ | West | LA | Lisa Hatch | Lisa Hatch | Joe Flores | 174.3% |
| 314 | 2018 | 08 | AE | \$1.5+ | West | LA | Lisa Lang Bondar | Lisa Lang Bondar | Kelly Reed | 83.0% |
| 315 | 2018 | 08 | AE | \$1.5+ | West | LA | Lydia Matus | Lydia Matus | Tom Laky | 74.5% |
| 316 | 2018 | 08 | AE | \$1.5+ | West | LA | Maria Curry | Maria Curry | Kelly Reed | 83.5% |
| 317 | 2018 | 08 | AE | \$1.5+ | West | LA | Mark Milner | Mark Milner | Helene Juceam | 77.2% |
| 318 | 2018 | 08 | AE | \$1.5+ | West | LA | Merribeth Gal | Merribeth Gal | John Krenzer | 109.6% |
| 319 | 2018 | 08 | AE | \$1.5+ | West | LA | Michael Fong | Michael Fong | Tom Laky | 89.2% |
| 320 | 2018 | 08 | AE | \$1.5+ | West | LA | Michael Lauer | Michael Lauer | Dereck Messana | 137.0% |
| 321 | 2018 | 08 | AE | \$1.5+ | West | LA | Randy Moses | Randy Moses | Helene Juceam | 70.8% |
| 322 | 2018 | 08 | AE | \$1.5+ | West | LA | Richard Waisfisiz | Richard Waisfisiz | Dereck Messana | 89.0% |
| 323 | 2018 | 08 | AE | \$1.5+ | West | LA | Sean Broderick | Sean Broderick | Helene Juceam | 98.8% |
| 324 | 2018 | 08 | AE | \$1.5+ | West | LA | WorldLink | WorldLink | | |
| 325 | 2018 | 08 | AE | \$1.5+ | West | Pacific States | Jaime Kagawa | Jaime Kagawa | Michael Garcia | 60.0% |
| 326 | 2018 | 08 | AE | \$1.5+ | West | Pacific States | John Padeken | John Padeken | Michael Garcia | 40.6% |
| 327 | 2018 | 08 | AE | \$1.5+ | West | Pacific States | Julie Carter | Julie Carter | Jeff McGowan | 78.0% |
| 328 | 2018 | 08 | AE | \$1.5+ | West | Pacific States | Melissa Orr | Melissa Orr | Jason Mitchell | 99.8% |
| 329 | 2018 | 08 | AE | \$1.5+ | West | Pacific States | Mike DellaVella | Mike DellaVella | Sherry Santana | 72.4% |
| 330 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Aaron Woodford | Aaron Woodford | Terri Hoepner | 134.4% |
| 331 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Alan Olson | Alan Olson | Jamie Miller | 149.6% |
| 332 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Andrea Blader | Andrea Blader | Paul Sweet | 80.5% |
| 333 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Barry Peterson | Barry Peterson | Bill Van Koevering | 78.6% |
| 334 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Betsy Maloney | Betsy Maloney | Paul Sweet | 39.7% |
| 335 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Blake Benner | Blake Benner | Todd McNally | 164.1% |
| 336 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Bonnie Nimmo | Bonnie Nimmo | Ryan Krajewski | 80.4% |
| 337 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Catherine Flottmeyer | Catherine Flottmeyer | Jan Letko | 78.0% |
| 338 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Chris Whitburn | Chris Whitburn | Joe Tessmer | 139.0% |
| 339 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Doug Mitchell | Doug Mitchell | Joe DeBlak | 82.6% |
| 340 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Heidi Frei | Heidi Frei | Terri Hoepner | 109.8% |
| 341 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Jeremiah Lewis | Jeremiah Lewis | Kristen Hall | 119.6% |
| 342 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Jerry Siptroth | Jerry Siptroth | Ryan Krajewski | 150.5% |
| 343 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | John Short | John Short | Kristen Hall | 66.8% |
| 344 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Kirt Schubring | Kirt Schubring | Joe Tessmer | 60.4% |
| 345 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Kristin Larsen | Kristin Larsen | Ryan Krajewski | 118.5% |
| 346 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Lisa Neumann | Lisa Neumann | Steve Houselander | 147.6% |
| 347 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Lisa Ross | Lisa Ross | Tad Spading | 98.3% |
| 348 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Lori Gilmer | Lori Gilmer | Joe DeBlak | 125.7% |
| 349 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Mary Mooney | Mary Mooney | Jan Letko | 111.5% |
| 350 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Michelle Murdick | Michelle Murdick | Kristen Hall | 141.2% |
| 351 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Nick Evangelista | Nick Evangelista | Steve Houselander | 77.1% |
| 352 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Peter Bartingale | Peter Bartingale | Terri Hoepner | 143.5% |
| 353 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Richard VanDeHey | Richard VanDeHey | Todd Wery | 122.8% |
| 354 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Trey Warren | Trey Warren | Joe DeBlak | 100.8% |
| 355 | 2018 | 08 | AE | \$450 - \$699 | Central | MidNorth | Victoria Brown | Victoria Brown | Todd Wery | 195.4% |
| 356 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Brian Kelley | Brian Kelley | Mark Rouse | 59.7% |
| 357 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Carole Vierling | Carole Vierling | Mike Elam | 37.3% |
| 358 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Jimmy Sams | Jimmy Sams | Kevin Noel | 39.7% |
| 359 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Kathi Norrington | Kathi Norrington | Carol Rudofski | 96.4% |
| 360 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Kathy Guetersloh | Kathy Guetersloh | Carol Rudofski | 80.1% |
| 361 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Melissa Kommer | Melissa Kommer | Carol Rudofski | 41.7% |
| 362 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Michael Hemmett | Michael Hemmett | Mark Rouse | 156.4% |
| 363 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Sadie Worthing | Sadie Worthing | Bob Marr | 62.3% |
| 364 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Sherry Norvell | Sherry Norvell | Mike Pieper | 115.5% |
| 365 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Tom Ruesch | Tom Ruesch | Bonnie Gallagher | 118.8% |
| 366 | 2018 | 08 | AE | \$450 - \$699 | Central | MidWest | Victor Everett | Victor Everett | Lori Brown | 216.9% |
| 367 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Abraham Herndon | Abraham Herndon | Raymond May | 60.3% |
| 368 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Alejandro Cardenas | Alejandro Cardenas | Sally Martinez | 123.7% |
| 369 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Amy Villarreal | Amy Villarreal | Michael Keesee | 168.1% |
| 370 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Bernadette Garza | Bernadette Garza | Michael Keesee | 138.9% |
| 371 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Cliff Williams | Cliff Williams | Sally Martinez | 1.4% |
| 372 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Dana DeLuna | Dana DeLuna | Sally Martinez | 71.4% |
| 373 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Daniel Coleman | Daniel Coleman | Michael Keesee | 80.7% |
| 374 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Deanna McKay | Deanna McKay | Nathan McCray | 42.6% |
| 375 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Geneva Duncan | Geneva Duncan | Nathan McCray | 121.9% |
| 376 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Gregory Alvarado | Gregory Alvarado | Steven Brooks | 123.0% |
| 377 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Hilda Duron | Hilda Duron | Sally Martinez | 115.0% |
| 378 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Katherine Bourgeois | Katherine Bourgeois | Sean Lervaa | 118.3% |
| 379 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Lita Box | Lita Box | Sean Lervaa | 132.6% |
| 380 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Robert Cooperman | Robert Cooperman | Sean Lervaa | 107.9% |
| 381 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Shannon Kimball | Shannon Kimball | Nathan McCray | 111.0% |
| 382 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Wes Chatfield | Wes Chatfield | Steven Brooks | 73.9% |
| 383 | 2018 | 08 | AE | \$450 - \$699 | Central | Texas | Whitney Paul Smith | Whitney Paul Smith | Matt Ellis | 360.2% |
| 384 | 2018 | 08 | AE | \$450 - \$699 | Northeast | New York | Jason Dennis | Jason Dennis | Jaime Morrison | 60.3% |
| 385 | 2018 | 08 | AE | \$450 - \$699 | Northeast | New York | Jeffrey Ginsberg | Jeffrey Ginsberg | Staten Island LSM | 49.8% |
| 386 | 2018 | 08 | AE | \$450 - \$699 | Northeast | New York | Robert Commentucci | Robert Commentucci | Derek Benedict | 105.8% |
| 387 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Amy Ross | Amy Ross | Karen Pope | 96.2% |
| 388 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Brandon Maag | Brandon Maag | Dino Gerdeman | 4.1% |
| 389 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Brynn Doherty | Brynn Doherty | Christine Smith | |
| 390 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Dale Otto | Dale Otto | Dino Gerdeman | 62.8% |
| 391 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Donna Sobczak | Donna Sobczak | Jim Post | 103.7% |
| 392 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Gary Kepler | Gary Kepler | Jim Post | 72.2% |
| 393 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Jessica Kirkwood | Jessica Kirkwood | Annie Keith | 122.7% |
| 394 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Joseph Seither | Joseph Seither | Jim Post | 103.4% |
| 395 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Julie Orick | Julie Orick | Jim Post | 142.0% |
| 396 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Kara Riccardi | Kara Riccardi | Annie Keith | 101.1% |
| 397 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Mary Jo Mastorides | Mary Jo Mastorides | Mark Chastain | 80.0% |
| 398 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Sara McMullen | Sara McMullen | Brenda Jasper | 70.3% |
| 399 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Ohio | Taylor Booth | Taylor Booth | Dino Gerdeman | 97.0% |
| 400 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Barry Defilipp | Barry Defilipp | Doug Foerster | 75.6% |
| 401 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Benjamin Collins | Benjamin Collins | Nick Darling | 66.5% |
| 402 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Daisy Dawson | Daisy Dawson | Erin Duffy | 118.5% |
| 403 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Danette Endress | Danette Endress | Ron Nagy | 97.4% |
| 404 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Hilary Woods | Hilary Woods | Laura Whittinghill | 100.9% |
| 405 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | House Rochester | House Rochester | Natasha Polito | |
| 406 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Jackie Easterling | Jackie Easterling | Bonita Elias | 106.0% |
| 407 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Jessica Berkman | Jessica Berkman | Jennifer Loonan | 79.5% |
| 408 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Jessica Gilbert | Jessica Gilbert | Laura Whittinghill | 101.1% |
| 409 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Kimberly Fortune | Kimberly Fortune | Tracy Cramer | 104.3% |
| 410 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Mary Kirch | Mary Kirch | Jennifer Loonan | 101.8% |
| 411 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Melissa Meyer | Melissa Meyer | Ron Nagy | 90.3% |
| 412 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Michael Benjamin | Michael Benjamin | Nick Darling | 76.2% |

| Count | BI_YEAR_KEY | BI_WK_NBR | Title | Group | Division | Region-Category | BI_ACCT_EXEC_NM | Employee Name | Manager Name | % FY Rev vs First Look Goal |
|-------|-------------|-----------|-------|---------------|-----------|-----------------|--------------------------|--------------------------|-----------------------|-----------------------------|
| 413 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Mike DeMichele | Mike DeMichele | Doug Foerster | 68.7% |
| 414 | 2018 | 08 | AE | \$450 - \$699 | Northeast | Upstate NY / ME | Paula Hilinski | Paula Hilinski | Bonita Elias | 76.9% |
| 415 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | David Hall | David Hall AE | Stephanie Collins | 42.7% |
| 416 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Debbie Gloria | Debbie Gloria | Stephanie Collins | 76.1% |
| 417 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Debbie Hannaford | Debbie Hannaford | Teresa Vause | 78.7% |
| 418 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Dee Rosamond | Dee Rosamond | Jody Walker Little | 0.8% |
| 419 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Donna Tritt | Donna Tritt | Donna Hammett | 84.3% |
| 420 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Emily Sabo | Emily Sabo | Dwight Ardoin | 89.4% |
| 421 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Jennifer Swanner | Jennifer Swanner | Rob Padgett | 67.8% |
| 422 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Kimberly Perry | Kimberly Perry | Summer Hamdan | 60.0% |
| 423 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Kristi Tucker | Kristi Tucker | Summer Hamdan | 89.1% |
| 424 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Linda Allen | linda allen | Dwight Ardoin | 82.0% |
| 425 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Mandi Thompson | Mandi Thompson | Teresa Vause | 115.0% |
| 426 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Mary Smith | Mary Smith | Dody Yarbrough | 33.5% |
| 427 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Maryeleonor Hart Randall | Maryeleonor Hart Randall | Rob Padgett | 84.3% |
| 428 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Omer Tomlinson | Omer Tomlinson | Jody Walker Little | 61.3% |
| 429 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Open List Fayetteville | Open List Fayetteville | Stephanie Collins | |
| 430 | 2018 | 08 | AE | \$450 - \$699 | South | Carolinas | Stephanie Rose | Stephanie Rose | Darryl Heller | 28.5% |
| 431 | 2018 | 08 | AE | \$450 - \$699 | South | Florida | Isel Hardwick | Isel Hardwick | Kimberly Winters | 64.1% |
| 432 | 2018 | 08 | AE | \$450 - \$699 | South | Florida | Stacey McPherson | Stacey McPherson | Nick Puddicombe | 91.3% |
| 433 | 2018 | 08 | AE | \$450 - \$699 | South | Florida | Stacy Sercus | Stacy Sercus | Kimberly Winters | 123.6% |
| 434 | 2018 | 08 | AE | \$450 - \$699 | South | Florida | Sylvia Ducote | Sylvia Ducote | Nick Puddicombe | 164.4% |
| 435 | 2018 | 08 | AE | \$450 - \$699 | South | Florida | Tara Foreman | Tara Foreman | Tom Sweat | 135.0% |
| 436 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Allen Arnold | Allen Arnold | John Payne | 65.1% |
| 437 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Barry Wilson | Barry Wilson | Jeff Fritz | 44.4% |
| 438 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Beau Moore | Beau Moore | Gene Hardy | 51.1% |
| 439 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Brandy Musick | Brandy Musick | John Moore | 34.2% |
| 440 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Brett Robison | Brett Robison | Scott Reed | 86.8% |
| 441 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Charles Measel | Charles Measel | Scott Reed | 70.2% |
| 442 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | David Mark Drake | David Mark Drake | John Moore | 93.5% |
| 443 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Evie White | Evie White | Chris Munson | 52.6% |
| 444 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Heather Brown | Heather Brown | Brian McDowall | 55.4% |
| 445 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Jeffrey Dwyane Melton | Jeffrey Dwyane Melton | Scott Reed | 46.0% |
| 446 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | John Reed | John Reed | Scott Reed | |
| 447 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Kenneth Pierce | Kenneth Pierce | Brian McDowall | 104.4% |
| 448 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Lori Matlock | Lori Matlock | Kevin Kee | 33.7% |
| 449 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Rich Chandler | Rich Chandler | George Robbins | 75.0% |
| 450 | 2018 | 08 | AE | \$450 - \$699 | South | Southeast | Thomas LaGuardia | Thomas LaGuardia | John Payne | 57.6% |
| 451 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Anna-Marie Frost | Anna-Marie Frost | Derek Eggers | 130.0% |
| 452 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Barnaby Hitzig | Barnaby Hitzig | Eugenia Mazzapica | 69.9% |
| 453 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Bill French | Bill French | Jason Shaffer | 140.8% |
| 454 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Bonnie Williams | Bonnie Williams | Lance Lowrie | 120.0% |
| 455 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Deborah Martinez | Deborah Martinez | John Krenzer | 45.5% |
| 456 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Gina Tyrrell | Gina Tyrrell | Eugenia Mazzapica | 87.3% |
| 457 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Jaime Portillo | Jaime Portillo | Lance Lowrie | 43.5% |
| 458 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Jamie Harris | Jamie Harris | Joshua Stratton | 107.2% |
| 459 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Leslie Moguel | Leslie Moguel | Lance Lowrie | 76.7% |
| 460 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Meghan Garvey | Meghan Garvey | Lance Lowrie | 59.4% |
| 461 | 2018 | 08 | AE | \$450 - \$699 | West | LA | Tami Arrieta | Tami Arrieta | Mike Jaffe | 41.8% |
| 462 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Angela Costopoulos | Angela Costopoulos | Todd Andrews | 58.7% |
| 463 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Angela Wetzel | Angela Wetzel | Raymond May | 138.6% |
| 464 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Dawn King | Dawn King | Grant Linnen | 70.6% |
| 465 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Heather Hayes | Heather Hayes | Todd Andrews | 53.2% |
| 466 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Jerrold Lindblom | Jerrold Lindblom | Grant Linnen | 66.1% |
| 467 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Jolie Grant | Jolie Grant | Grant Linnen | 99.9% |
| 468 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Joyce Davison | Joyce Davison | Marcelle Jones | 83.7% |
| 469 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Julie Thomason | Julie Thomason | Marcelle Jones | 99.3% |
| 470 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Keely Hays | Keely Hays | Marcelle Jones | 90.5% |
| 471 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Laura Taylor | Laura Taylor | Heath Corley | 107.0% |
| 472 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Laurie Evans | Laurie Evans | Heath Corley | 75.2% |
| 473 | 2018 | 08 | AE | \$450 - \$699 | West | Mountain States | Lindsay Wise | Lindsay Wise | Todd Andrews | 118.3% |
| 474 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Abe Montejano | Abe Montejano | Sherry Santana | 27.6% |
| 475 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Angela Lynch | Angela Lynch | Jeff McGowan | 48.2% |
| 476 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Brian Solwick | Brian Solwick | Jeff McGowan | 107.5% |
| 477 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Carol Rice | Carol Rice | Donald Stone | 57.6% |
| 478 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Grant Brostrom | Grant Brostrom | Christine Lyles Smith | 138.1% |
| 479 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Ina Wilson | Ina Wilson | Sherry Santana | 53.3% |
| 480 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Jeremy Bakke | Jeremy Bakke | Amber Aguirre | 99.2% |
| 481 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Lisa Hovey | Lisa Hovey | Kendall Char | 403.7% |
| 482 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Mario Martinez | Mario Martinez | Donald Stone | 58.2% |
| 483 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Theresa Zwan | Theresa Zwan | Amber Aguirre | 83.9% |
| 484 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Tim Doan | Tim Doan | Jason Mitchell | 51.3% |
| 485 | 2018 | 08 | AE | \$450 - \$699 | West | Pacific States | Todd Sims | Todd Sims | Jeff McGowan | 33.2% |
| 486 | 2018 | 08 | AE | \$700 - \$999 | Central | MidNorth | Becky Baker | Becky Baker | Paul Sweet | 100.3% |
| 487 | 2018 | 08 | AE | \$700 - \$999 | Central | MidNorth | Cassie Van Brocklin | Cassie Van Brocklin | Kristen Hall | 185.8% |
| 488 | 2018 | 08 | AE | \$700 - \$999 | Central | MidNorth | Jennifer Tragas | Jennifer Tragas | Paul Sweet | 55.7% |
| 489 | 2018 | 08 | AE | \$700 - \$999 | Central | MidNorth | Melissa Schumacher | Melissa Schumacher | Jason Bjorson | 147.7% |
| 490 | 2018 | 08 | AE | \$700 - \$999 | Central | MidNorth | Miriam Share | Miriam Share | Paul Sweet | 56.5% |
| 491 | 2018 | 08 | AE | \$700 - \$999 | Central | MidNorth | Scott Callahan | Scott Callahan | Todd McNally | 112.2% |
| 492 | 2018 | 08 | AE | \$700 - \$999 | Central | MidNorth | Shannon Olson | Shannon Olson | Terri Hoepner | 96.2% |
| 493 | 2018 | 08 | AE | \$700 - \$999 | Central | MidNorth | Sheryl Kahlert | Sheryl Kahlert | Bill Van Koevering | 120.8% |
| 494 | 2018 | 08 | AE | \$700 - \$999 | Central | MidNorth | Stacey Gleason | Stacey Gleason | Steve Houselander | 103.4% |
| 495 | 2018 | 08 | AE | \$700 - \$999 | Central | MidWest | Ben Fisher | Ben Fisher | Mike Elam | 85.0% |
| 496 | 2018 | 08 | AE | \$700 - \$999 | Central | MidWest | Brad Ronspies | Brad Ronspies | Mark Rouse | 115.8% |
| 497 | 2018 | 08 | AE | \$700 - \$999 | Central | MidWest | Christine LaValle | Christine LaValle | Mike Pieper | 115.1% |
| 498 | 2018 | 08 | AE | \$700 - \$999 | Central | MidWest | David Breetzke | David Breetzke | Mark Rouse | 124.6% |
| 499 | 2018 | 08 | AE | \$700 - \$999 | Central | MidWest | Jeramie Swanson | Jeramie Swanson | Mark Rouse | 64.4% |
| 500 | 2018 | 08 | AE | \$700 - \$999 | Central | MidWest | Linda Gilchrist | Linda Gilchrist | Lori Brown | 42.2% |
| 501 | 2018 | 08 | AE | \$700 - \$999 | Central | MidWest | Matt Cannella | Matt Cannella | Bonnie Gallagher | 199.1% |
| 502 | 2018 | 08 | AE | \$700 - \$999 | Central | Texas | Amanda Crawford | Amanda Crawford | Raymond May | 96.3% |
| 503 | 2018 | 08 | AE | \$700 - \$999 | Central | Texas | Javier Ramos | Javier Ramos | Kristine Gomez | 94.9% |
| 504 | 2018 | 08 | AE | \$700 - \$999 | Central | Texas | Jeanne DeMarco | Jeanne DeMarco | Steven Brookes | 113.8% |
| 505 | 2018 | 08 | AE | \$700 - \$999 | Central | Texas | John Fraser | John Fraser | John Pedevilla | 119.3% |
| 506 | 2018 | 08 | AE | \$700 - \$999 | Central | Texas | Linda Landry | Linda Landry | Sally Martinez | 77.9% |
| 507 | 2018 | 08 | AE | \$700 - \$999 | Central | Texas | Lisa Cooper | Lisa Cooper | Michael Keesee | 55.3% |
| 508 | 2018 | 08 | AE | \$700 - \$999 | Central | Texas | Mark Manning | Mark Manning | Nathan McCray | 37.2% |
| 509 | 2018 | 08 | AE | \$700 - \$999 | Central | Texas | Micall Phillips | Micall Phillips | John Pedevilla | 70.4% |
| 510 | 2018 | 08 | AE | \$700 - \$999 | Central | Texas | Natalie Roe | Natalie Roe | Kristine Gomez | 247.4% |
| 511 | 2018 | 08 | AE | \$700 - \$999 | Central | Texas | Nelson Rios | Nelson (Alex) Rios | Sean Lervaag | 145.8% |
| 512 | 2018 | 08 | AE | \$700 - \$999 | Northeast | New York | Gianna Franco | Gianna Franco | Derek Benedict | 111.2% |
| 513 | 2018 | 08 | AE | \$700 - \$999 | Northeast | New York | Noelia Santelli | Noelia Santelli | Jaime Morrison | 72.9% |
| 514 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Ohio | David Whitehead | David Whitehead | Ron Stricker | 55.4% |
| 515 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Ohio | Deborah Smith | Deborah Smith | Dino Gerdeman | 100.4% |
| 516 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Ohio | Deena Kern | Deena Kern | Dino Gerdeman | 83.0% |
| 517 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Ohio | Eric Davis | Eric Davis | Ron Stricker | 92.3% |
| 518 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Ohio | John Renda | John Renda | Mark Chastain | 62.8% |

| Count | BI_YEAR_KEY | BI_WK_NBR | Title | Group | Division | Region-Category | BI_ACCT_EXEC_NM | Employee Name | Manager Name | % FY Rev vs First Look Goal |
|-------|-------------|-----------|-------|---------------|-----------|-----------------|------------------------|------------------------|-----------------------|-----------------------------|
| 519 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Ohio | Jon Ruben | Jon Ruben | Kerry Collins | 28.5% |
| 520 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Ohio | Josh Watson | Josh Watson | Kerry Collins | 45.5% |
| 521 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Ohio | Michelle Novotny | Michelle Novotny | Mark Chastain | 81.5% |
| 522 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Ohio | Monica Arnold | Monica Arnold | Janey Ames | 72.4% |
| 523 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Ohio | Tara Melowic | Tara Melowic | Jim Post | 58.4% |
| 524 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Amanda Barnes | Amanda Barnes | Nick Darling | 78.5% |
| 525 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Gerard Pacifici | Gerard Pacifici | Jennifer Loonan | 90.4% |
| 526 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Gregory Franzone | Gregory Franzone | Tracy Cramer | 112.5% |
| 527 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Jill Doser | Jill Doser | Natasha Polito | 101.3% |
| 528 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Kathy Chilson | Kathy Chilson | Ron Nagy | 73.6% |
| 529 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Lauri Mee | Lauri Mee | Nick Darling | 29.2% |
| 530 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Lynne Spugnardi | Lynne Spugnardi | Doug Foerster | 99.8% |
| 531 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Matthew Coleman | Matthew Coleman | Bill Bagley | 94.5% |
| 532 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Matthew Walters | Matthew Walters | Bonita Elias | 113.9% |
| 533 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Nichole French | Nichole French | Tara MacDonald | 33.6% |
| 534 | 2018 | 08 | AE | \$700 - \$999 | Northeast | Upstate NY / ME | Shea DeLola | Shea DeLola | Natasha Polito | |
| 535 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Andrew Hatfield-O'Hern | Andrew Hatfield-O'Hern | Emily Zalacca | 96.6% |
| 536 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Becky Hovorka | Becky Hovorka | Rob Padgett | 119.0% |
| 537 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Chad Suggs | Chad Suggs | Darryl Heller | 37.0% |
| 538 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Charles Edwards | Charles Edwards | David McGee | |
| 539 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Corey Peters Baysden | Corey Peters Baysden | Summer Hamdan | 46.2% |
| 540 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Craig Kuckens | Craig Kuckens | Darryl Heller | 71.2% |
| 541 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Donald West | Donald West | Emily Zalacca | 93.2% |
| 542 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Donna Treadway | Donna Treadway | Donna Hammett | 81.2% |
| 543 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Emily Moore | Emily Moore | David McGee | 80.3% |
| 544 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Gary Wilson | Gary Wilson | Stephanie Collins | 37.7% |
| 545 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Jeff Fries | Jeff Fries | Donna Hammett | 99.1% |
| 546 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Karim Ata | Karim Ata | Rob Padgett | 103.7% |
| 547 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Laurel Corley | Laurel Corley | Dody Yarborough | 93.8% |
| 548 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Lisa Field | Lisa Field | Dody Yarborough | 92.3% |
| 549 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Marodith Hamrick | Marodith Hamrick | Teresa Vause | 111.8% |
| 550 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Melissa Root | Melissa Root | Matt Livoti | 54.4% |
| 551 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Patrick Blalock | Patrick Blalock | Jody Walker Little | 166.5% |
| 552 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Rachel Butler | Rachel Butler | Roy Costner | 79.5% |
| 553 | 2018 | 08 | AE | \$700 - \$999 | South | Carolinas | Sally Peeples | Sally Peeples | Teresa Vause | 49.9% |
| 554 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Annette Bilyeu | Annette Bilyeu | John Fennessy | 57.5% |
| 555 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Ariel Turner | Ariel Turner | Norm Pytel | 140.2% |
| 556 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Catalina Botero | Catalina Botero | John Fennessy | 99.1% |
| 557 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Cathie Rock | Cathie Rock | Norm Pytel | 110.5% |
| 558 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Jennifer Makal | Jennifer Makal | Nick Puddicombe | 60.0% |
| 559 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Kelly Byrnes | Kelly Byrnes | John Fennessy | 93.9% |
| 560 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Kim Colarusso | Kim Colarusso | John Fennessy | 130.6% |
| 561 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Kip DeKalb | Kip DeKalb | Chris Kelley | 36.7% |
| 562 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Lisa Jones | Lisa Jones | Tom Sweat | 62.7% |
| 563 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Matthew Bailey | Matthew Bailey | John Fennessy | 116.1% |
| 564 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Neil Frandsen | Neil Frandsen | Kimberly Winters | 158.5% |
| 565 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Ray Mooney | Ray Mooney | Tom Sweat | 107.7% |
| 566 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Roy Tuttle | Roy Tuttle | Kimberly Winters | 59.6% |
| 567 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Scott Wood | Scott Wood | Paula Gaustad | 23.7% |
| 568 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Silvia Huber | Silvia Huber | Tom Sweat | 170.0% |
| 569 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Susan Elias | Susan Elias | Gary Tietjen | 161.1% |
| 570 | 2018 | 08 | AE | \$700 - \$999 | South | Florida | Tina Myers | Tina Myers | Norm Pytel | 113.0% |
| 571 | 2018 | 08 | AE | \$700 - \$999 | South | Southeast | Andrea Davis | Andrea Davis | Gene Hardy | 107.2% |
| 572 | 2018 | 08 | AE | \$700 - \$999 | South | Southeast | Cathy Hrbek | Cathy Hrbek | Scott Reed | 12.7% |
| 573 | 2018 | 08 | AE | \$700 - \$999 | South | Southeast | Christopher Weaver | Christopher Weaver | Todd Livingston | 34.3% |
| 574 | 2018 | 08 | AE | \$700 - \$999 | South | Southeast | Jennifer Tingle | Jennifer Tingle | George Robbins | 128.2% |
| 575 | 2018 | 08 | AE | \$700 - \$999 | South | Southeast | Jessica Davis | Jessica Davis | Mitch Fain | |
| 576 | 2018 | 08 | AE | \$700 - \$999 | South | Southeast | Larry Glenn Ingram | Larry Glenn Ingram | John Moore | 66.6% |
| 577 | 2018 | 08 | AE | \$700 - \$999 | South | Southeast | Michael Koehler | Michael Koehler | Scott Reed | 20.4% |
| 578 | 2018 | 08 | AE | \$700 - \$999 | South | Southeast | Randy Jinks | Randy Jinks | Kevin Anderson | 48.8% |
| 579 | 2018 | 08 | AE | \$700 - \$999 | South | Southeast | Sarah Carter | Sarah Carter | Kevin Anderson | 243.2% |
| 580 | 2018 | 08 | AE | \$700 - \$999 | South | Southeast | Sarah Ory-Hyche | Sarah Ory-Hyche | Kevin Anderson | 105.2% |
| 581 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Angel Fernandez | Angel Fernandez | Joshua Stratton | 132.4% |
| 582 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Bonnie Droubay | Bonnie Droubay | John Krenzer | 89.5% |
| 583 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Denise Boyd | Denise Boyd | Lance Lowrie | 217.5% |
| 584 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Jeannine Selby | Jeannine Selby | Derek Eggers | 160.8% |
| 585 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Jill Boyd | Jill Boyd | Joshua Stratton | 102.5% |
| 586 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Joe August | Joe August | John Krenzer | 99.2% |
| 587 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Ken Sorensen | Ken Sorensen | Derek Eggers | 111.6% |
| 588 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Lynn Barclay | Lynn Barclay | Michelle Beauchamp | 42.4% |
| 589 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Patricia Calderazzo | Patricia Calderazzo | Derek Eggers | 63.4% |
| 590 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Ronnie Jones | Ronnie Jones | Mike Jaffe | 113.8% |
| 591 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Samuel Demers | Samuel Demers | Helene Juceam | 46.9% |
| 592 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Sara Allegro | Sara Allegro | Eugenia Mazzapica | 74.0% |
| 593 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Sherryl Nelson-Cioffi | Sherryl Nelson-Cioffi | Mike Jaffe | 132.6% |
| 594 | 2018 | 08 | AE | \$700 - \$999 | West | LA | Thach Nguyen | Thach Nguyen | Lance Lowrie | 116.6% |
| 595 | 2018 | 08 | AE | \$700 - \$999 | West | Mountain States | Anna Pazderic | Anna Pazderic | Heath Corley | 92.1% |
| 596 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Akili Jones | Akili Jones | Michael Garcia | 121.4% |
| 597 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Cary Harrison | Cary Harrison | Christine Lyles Smith | 64.4% |
| 598 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Chalea Jennings | Chalea Jennings | Steve Frohrip | 47.4% |
| 599 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Chuck Boulet | Chuck Boulet | Donald Stone | 31.5% |
| 600 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Donna Pinto | Donna Pinto | Donald Stone | 371.4% |
| 601 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Kara Stoner | Kara Stoner | Michael Garcia | 42.1% |
| 602 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Melissa Mitchell | Melissa Mitchell | Christine Lyles Smith | 87.8% |
| 603 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Michael Stanley | Michael Stanley | Steve Frohrip | 83.2% |
| 604 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Mike Cushman | Mike Cushman | Donald Stone | 104.4% |
| 605 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Mitzi Coleman | Mitzi Coleman | Amber Aguirre | 62.7% |
| 606 | 2018 | 08 | AE | \$700 - \$999 | West | Pacific States | Traci Garvin | Traci Garvin | Jason Mitchell | 40.8% |
| 607 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Andrew Harding | Andrew Harding | Joe DeBlak | 38.6% |
| 608 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Andrew Philibeck | Andrew Philibeck | Todd Wery | 54.4% |
| 609 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Brandon Buske | Brandon Buske | | 73.0% |
| 610 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Calvin Clark | Calvin Clark | Todd McNally | 46.7% |
| 611 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Carrie Brown | Carrie Brown | Kristen Hall | 164.6% |
| 612 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Chase Hines | Chase Hines | Bill Van Koevering | 123.4% |
| 613 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Christine Klemmer | Christine Klemmer | Jan Letko | 46.4% |
| 614 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Cory Oravec | Cory Oravec | Jan Letko | 171.7% |
| 615 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Daniel Bailey | Daniel Bailey | Kedron Thomas | 28.5% |
| 616 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Deborah Burton | Deborah Burton | Tad Spading | 102.8% |
| 617 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Eric Spencer | Eric Spencer | Bill Van Koevering | 97.4% |
| 618 | 2018 | 08 | AE | < \$450 | Central | MidNorth | House Marquette | House Marquette | Kedron Thomas | |
| 619 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Jeff Bangs | Jeff Bangs | Peter Provost | 81.4% |
| 620 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Jeff Behling | Jeff Behling | Kedron Thomas | 125.4% |
| 621 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Jeff Thorn | Jeff Thorn | Jason Bjorson | 119.2% |
| 622 | 2018 | 08 | AE | < \$450 | Central | MidNorth | John Landrum | John Landrum | John Merchlewitz | 111.0% |
| 623 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Joni Tupy | Joni Tupy | Ryan Krajewski | 108.0% |
| 624 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Jordan Fuller | Jordan Fuller | Kristen Hall | 176.8% |

| Count | BI_YEAR_KEY | BI_WK_NBR | Title | Group | Division | Region-Category | BI_ACCT_EXEC_NM | Employee Name | Manager Name | % FY Rev vs First Look Goal |
|-------|-------------|-----------|-------|---------|-----------|-----------------|-----------------------|----------------------|--------------------------|-----------------------------|
| 625 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Josalyn Shaffer | Josalyn Shaffer | Jamie Miller | 83.1% |
| 626 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Kara Finney | Kara Finney | | 44.2% |
| 627 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Keith Dupuis | Keith Dupuis | Joe Tessmer | 77.4% |
| 628 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Keith Kubisiak | Keith Kubisiak | Joe Tessmer | 48.7% |
| 629 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Laurie Folsom | Laurie Folsom | Peter Provost | 77.8% |
| 630 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Lenard Harvey | Lenard Harvey | Ryan Krajewski | 101.4% |
| 631 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Leslie Roth | Leslie Roth | John Merchlewitz | 68.7% |
| 632 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Mistelle Gilbert | Mistelle Gilbert | Jamie Miller | 77.6% |
| 633 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Molly Rombach | Molly Rombach | Todd McNally | 120.8% |
| 634 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Morgan Maly | Morgan Maly | Tad Spading | 113.5% |
| 635 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Rebecca Owen | Rebecca Owen | Todd McNally | 195.1% |
| 636 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Ruth Bergsma | Ruth Bergsma | Jamie Miller | 117.4% |
| 637 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Sharon Tanley | Sharon Tanley | Peter Provost | 98.4% |
| 638 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Suzie Best | Suzie Best | Ryan Krajewski | 81.8% |
| 639 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Taylor Smith | Taylor Smith | | 17.0% |
| 640 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Todd Kilgren | Todd Kilgren | Kedron Thomas | 131.1% |
| 641 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Tom Mason | Tom Mason | John Merchlewitz | 51.3% |
| 642 | 2018 | 08 | AE | < \$450 | Central | MidNorth | Travis Kilpela | Travis Kilpela | Kedron Thomas | 148.9% |
| 643 | 2018 | 08 | AE | < \$450 | Central | MidWest | Barry Waggoner | Barry Waggoner | Carol Rudofski | 103.7% |
| 644 | 2018 | 08 | AE | < \$450 | Central | MidWest | Beverly Wallace | Beverly Wallace | Carol Rudofski | 77.3% |
| 645 | 2018 | 08 | AE | < \$450 | Central | MidWest | Cynthia New | Cynthia New | Kevin Noel | 79.9% |
| 646 | 2018 | 08 | AE | < \$450 | Central | MidWest | Doreen James | Doreen James | Pam Elston | 148.0% |
| 647 | 2018 | 08 | AE | < \$450 | Central | MidWest | Gloria Burns | Gloria Burns | Pam Elston | 123.5% |
| 648 | 2018 | 08 | AE | < \$450 | Central | MidWest | Joni Meese | Joni Meese | Bob Marr | 69.7% |
| 649 | 2018 | 08 | AE | < \$450 | Central | MidWest | Julie Kinnaman | Julie Kinnaman | Bob Marr | 70.8% |
| 650 | 2018 | 08 | AE | < \$450 | Central | MidWest | Kevin Carnes | Kevin Carnes | Bonnie Gallagher | 82.5% |
| 651 | 2018 | 08 | AE | < \$450 | Central | MidWest | Laurie Jackson | Laurie Jackson | Bob Marr | 95.5% |
| 652 | 2018 | 08 | AE | < \$450 | Central | MidWest | Lilly Jabr | Lilly Jabr | Carol Rudofski | 82.0% |
| 653 | 2018 | 08 | AE | < \$450 | Central | MidWest | Mikaela LaBorde | Mikaela Shybut | Mark Rouse | 56.2% |
| 654 | 2018 | 08 | AE | < \$450 | Central | MidWest | Mike Skelton | Mike Skelton | Kevin Noel | 101.4% |
| 655 | 2018 | 08 | AE | < \$450 | Central | MidWest | Missy Nance | Missy Nance | Kevin Noel | 77.3% |
| 656 | 2018 | 08 | AE | < \$450 | Central | MidWest | Robin Spence | Robin Spence | Kevin Noel | 141.6% |
| 657 | 2018 | 08 | AE | < \$450 | Central | MidWest | Trisha O'Cheltree | Trisha O'Cheltree | Pam Elston | 146.7% |
| 658 | 2018 | 08 | AE | < \$450 | Central | Texas | Christie Wolin | Christie Wolin | Matt Ellis | 80.4% |
| 659 | 2018 | 08 | AE | < \$450 | Central | Texas | House Corpus Christi | House Corpus Christi | Michael Keesee | |
| 660 | 2018 | 08 | AE | < \$450 | Central | Texas | Isidoro Diaz | Isidoro Diaz | Matt Ellis | 129.6% |
| 661 | 2018 | 08 | AE | < \$450 | Central | Texas | Maria Scott | Maria Scott | Sally Martinez | 199.1% |
| 662 | 2018 | 08 | AE | < \$450 | Central | Texas | Richard Sanchez | Richard Sanchez | Nathan McCray | 4.2% |
| 663 | 2018 | 08 | AE | < \$450 | Central | Texas | Vanessa Tena | Vanessa Tena | Raymond May | 148.0% |
| 664 | 2018 | 08 | AE | < \$450 | Northeast | New York | George Quintano | George Quintano | Derek Benedict | 66.1% |
| 665 | 2018 | 08 | AE | < \$450 | Northeast | New York | Jennifer Contino | Jennifer Contino | Derek Benedict | 89.4% |
| 666 | 2018 | 08 | AE | < \$450 | Northeast | New York | Ryan Campbell | Ryan Campbell | Jaime Morrison | 78.5% |
| 667 | 2018 | 08 | AE | < \$450 | Northeast | New York | Sara Hotop | Sara Hotop | Derek Benedict | 139.5% |
| 668 | 2018 | 08 | AE | < \$450 | Northeast | Ohio | Annette Hoeffel | Annette Hoeffel | Dino Gerdeman | |
| 669 | 2018 | 08 | AE | < \$450 | Northeast | Ohio | Ashley Herberth | Ashley Herberth | | 0.5% |
| 670 | 2018 | 08 | AE | < \$450 | Northeast | Ohio | Jason Berry | Jason Berry | Brenda Jasper | 28.9% |
| 671 | 2018 | 08 | AE | < \$450 | Northeast | Ohio | Jenna Rabideau | Jenna Rabideau | Brenda Jasper | 111.4% |
| 672 | 2018 | 08 | AE | < \$450 | Northeast | Ohio | Karen Schimmoller | Karen Schimmoller | | |
| 673 | 2018 | 08 | AE | < \$450 | Northeast | Ohio | Nancy Leskovec | Nancy Leskovec | Mark Chastain | 74.1% |
| 674 | 2018 | 08 | AE | < \$450 | Northeast | Ohio | Samuel Stolly | Samuel Stolly | Dino Gerdeman | 71.0% |
| 675 | 2018 | 08 | AE | < \$450 | Northeast | Ohio | Talaya Biddle | Talaya Biddle | Dino Gerdeman | 68.2% |
| 676 | 2018 | 08 | AE | < \$450 | Northeast | Upstate NY / ME | Amy Burnsworth | Amy Burnsworth | Katherine Drake Marhaver | 90.2% |
| 677 | 2018 | 08 | AE | < \$450 | Northeast | Upstate NY / ME | Brett Ravert | Brett Ravert | Ron Nagy | 127.2% |
| 678 | 2018 | 08 | AE | < \$450 | Northeast | Upstate NY / ME | Denisse Dirlam | Denisse Dirlam | Natasha Polito | 0.5% |
| 679 | 2018 | 08 | AE | < \$450 | Northeast | Upstate NY / ME | Elizabeth Hillard | Elizabeth Hillard | Bonita Elias | 89.2% |
| 680 | 2018 | 08 | AE | < \$450 | Northeast | Upstate NY / ME | Jacquelyn Kirch | Jacquelyn Kirch | Katherine Drake Marhaver | 76.2% |
| 681 | 2018 | 08 | AE | < \$450 | Northeast | Upstate NY / ME | Matthew Toomey | Matthew Toomey | Tracy Cramer | 126.1% |
| 682 | 2018 | 08 | AE | < \$450 | Northeast | Upstate NY / ME | Rodney Mahan | Rodney Mahan | Doug Foerster | 79.3% |
| 683 | 2018 | 08 | AE | < \$450 | Northeast | Upstate NY / ME | Thomas McCormick | Thomas McCormick | Katherine Drake Marhaver | 126.1% |
| 684 | 2018 | 08 | AE | < \$450 | Northeast | Upstate NY / ME | Zachary Potter | Zachary Potter | Erin Duffy | 43.0% |
| 685 | 2018 | 08 | AE | < \$450 | South | Carolinas | Bill Scott | Bill Scott | Teresa Vause | 76.0% |
| 686 | 2018 | 08 | AE | < \$450 | South | Carolinas | Brandi Hudson | Brandi Hudson | Roy Costner | 10.5% |
| 687 | 2018 | 08 | AE | < \$450 | South | Carolinas | Deborah Nicholson | Deborah Nicholson | Summer Hamdan | 57.8% |
| 688 | 2018 | 08 | AE | < \$450 | South | Carolinas | Elizabeth Sorace | Elizabeth Sorace | Summer Hamdan | 90.4% |
| 689 | 2018 | 08 | AE | < \$450 | South | Carolinas | House Raleigh | House Raleigh | Jon Bloom | |
| 690 | 2018 | 08 | AE | < \$450 | South | Carolinas | Ian Daley | Ian Daley | Darryl Heller | 81.1% |
| 691 | 2018 | 08 | AE | < \$450 | South | Carolinas | Jessica Pressly | Jessica Pressly | Summer Hamdan | 2.5% |
| 692 | 2018 | 08 | AE | < \$450 | South | Carolinas | John Putnam | John Putnam | Emily Zalacca | 68.6% |
| 693 | 2018 | 08 | AE | < \$450 | South | Carolinas | Open List Raleigh One | Open AE - Carolinas | Jon Bloom | |
| 694 | 2018 | 08 | AE | < \$450 | South | Carolinas | Open List Wilmington | Open AE - Carolinas | Summer Hamdan | 319.7% |
| 695 | 2018 | 08 | AE | < \$450 | South | Carolinas | Patrick Kennedy | Patrick Kennedy | Emily Zalacca | 136.6% |
| 696 | 2018 | 08 | AE | < \$450 | South | Carolinas | Rob Nichols | Rob Nichols | Dwight Ardin | 98.6% |
| 697 | 2018 | 08 | AE | < \$450 | South | Carolinas | Tangia Betterson | Tangia Betterson | Matt Livoti | 199.4% |
| 698 | 2018 | 08 | AE | < \$450 | South | Carolinas | Wendy Testerman | Wendy Testerman | Jody Walker Little | 144.2% |
| 699 | 2018 | 08 | AE | < \$450 | South | Florida | Gloria Thompson | Gloria Thompson | Tom Sweat | 174.0% |
| 700 | 2018 | 08 | AE | < \$450 | South | Florida | Jeffrey Rolon | Jeffrey Rolon | Tom Sweat | 126.9% |
| 701 | 2018 | 08 | AE | < \$450 | South | Florida | Shawn Turner | Shawn Turner | Paula Gaustad | 76.9% |
| 702 | 2018 | 08 | AE | < \$450 | South | Southeast | Billy Garrett | Billy Garrett | Jeff Fritz | 59.4% |
| 703 | 2018 | 08 | AE | < \$450 | South | Southeast | Brandi Wilson | Brandi Wilson | Kevin Kee | 43.3% |
| 704 | 2018 | 08 | AE | < \$450 | South | Southeast | Chris Letsinger | Chris Letsinger | Chris Munson | 51.3% |
| 705 | 2018 | 08 | AE | < \$450 | South | Southeast | Donna Webb-Arnold | Donna Webb-Arnold | Chris Munson | 54.9% |
| 706 | 2018 | 08 | AE | < \$450 | South | Southeast | House Kingsport I | House Kingsport I | John Payne | |
| 707 | 2018 | 08 | AE | < \$450 | South | Southeast | James Taylor | James Taylor | John Moore | 40.6% |
| 708 | 2018 | 08 | AE | < \$450 | South | Southeast | Jennifer Harbuck | Jennifer Harbuck | John Moore | 69.1% |
| 709 | 2018 | 08 | AE | < \$450 | South | Southeast | Kassandra Horton | Kassandra Horton | Todd Livingston | 17.0% |
| 710 | 2018 | 08 | AE | < \$450 | South | Southeast | Kelli Stackhouse | Kelli Stackhouse | Mitch Fain | 1.5% |
| 711 | 2018 | 08 | AE | < \$450 | South | Southeast | Kelly Lytle | Kelly Lytle | Kevin Kee | 40.7% |
| 712 | 2018 | 08 | AE | < \$450 | South | Southeast | Kwanza Jones | Kwanza Jones | Brian McDowall | 74.1% |
| 713 | 2018 | 08 | AE | < \$450 | South | Southeast | Laurie Wright | Laurie Wright | Todd Livingston | 77.4% |
| 714 | 2018 | 08 | AE | < \$450 | South | Southeast | Michael Seavers | Michael Seavers | John Moore | 138.7% |
| 715 | 2018 | 08 | AE | < \$450 | South | Southeast | Penny Woods | Penny Woods | George Robbins | 35.7% |
| 716 | 2018 | 08 | AE | < \$450 | South | Southeast | Rusty Little III | Rusty Little III | John Payne | 72.6% |
| 717 | 2018 | 08 | AE | < \$450 | South | Southeast | Samantha Hydrick | Samantha Hydrick | Todd Livingston | 46.1% |
| 718 | 2018 | 08 | AE | < \$450 | South | Southeast | Stacey Lucas | Stacey Lucas | Brian McDowall | |
| 719 | 2018 | 08 | AE | < \$450 | West | LA | Alejandro Cortez | Alejandro Cortez | Mike Jaffe | 82.6% |
| 720 | 2018 | 08 | AE | < \$450 | West | LA | Brenda Rodriguez | Brenda Rodriguez | Lonnie Ross | 90.9% |
| 721 | 2018 | 08 | AE | < \$450 | West | LA | Derek Swanier | Derek Swanier | Joe Flores | 0.7% |
| 722 | 2018 | 08 | AE | < \$450 | West | LA | Francesca Nichols | Francesca Nichols | Mike Jaffe | |
| 723 | 2018 | 08 | AE | < \$450 | West | LA | Fred Earle | Fred Earle | Lonnie Ross | 218.5% |
| 724 | 2018 | 08 | AE | < \$450 | West | LA | Irene Imhof | Irene Imhof | Lonnie Ross | 168.9% |
| 725 | 2018 | 08 | AE | < \$450 | West | LA | Jill Longo | Jill Longo | Joe Flores | 55.7% |
| 726 | 2018 | 08 | AE | < \$450 | West | LA | Jose Lozano | Jose Lozano | Derek Eggers | 55.2% |
| 727 | 2018 | 08 | AE | < \$450 | West | LA | Richard Negrete | Richard Negrete | Joshua Stratton | 20.6% |
| 728 | 2018 | 08 | AE | < \$450 | West | LA | Tiffany Ott | Tiffany Ott | Lonnie Ross | 145.6% |
| 729 | 2018 | 08 | AE | < \$450 | West | Mountain States | Jena Ingleby | Jena Ingleby | Todd Andrews | 102.0% |
| 730 | 2018 | 08 | AE | < \$450 | West | Mountain States | Laura Knight | Laura Knight | Heath Corley | 11.7% |

| Count | BI_YEAR_KEY | BI_WK_NBR | Title | Group | Division | Region-Category | BI_ACCT_EXEC_NM | Employee Name | Manager Name | % FY Rev vs First Look Goal |
|-------|-------------|-----------|-------|---------|-----------|-----------------|----------------------|----------------------|-----------------------|-----------------------------|
| 731 | 2018 | 08 | AE | < \$450 | West | Mountain States | Lucas Storey | Lucas Storey | Marcelle Jones | 80.1% |
| 732 | 2018 | 08 | AE | < \$450 | West | Mountain States | Mauri Larson | Mauri Larson | Todd Andrews | 74.9% |
| 733 | 2018 | 08 | AE | < \$450 | West | Mountain States | Michele Brown | Michele Brown | Todd Andrews | 69.4% |
| 734 | 2018 | 08 | AE | < \$450 | West | Mountain States | Ronald Nelson | Ronald Nelson | Grant Linnen | |
| 735 | 2018 | 08 | AE | < \$450 | West | Mountain States | Shawn Nelson | Shawn Nelson | Marcelle Jones | 97.0% |
| 736 | 2018 | 08 | AE | < \$450 | West | Mountain States | Shelly Brush | Shelly Brush | Marcelle Jones | 73.2% |
| 737 | 2018 | 08 | AE | < \$450 | West | Mountain States | Shenandoah Milan | Shenandoah Milan | Heath Corley | 89.8% |
| 738 | 2018 | 08 | AE | < \$450 | West | Mountain States | Vicki Varia | Vicki Varia | Raymond May | 57.2% |
| 739 | 2018 | 08 | AE | < \$450 | West | Pacific States | Adam Feller | Adam Feller | Christine Lyles Smith | 121.6% |
| 740 | 2018 | 08 | AE | < \$450 | West | Pacific States | Amy Gargan | Amy Gargan | Gordon Galindo | 9.3% |
| 741 | 2018 | 08 | AE | < \$450 | West | Pacific States | Dominique Pacheco | Dominique Pacheco | Sherry Santana | 45.0% |
| 742 | 2018 | 08 | AE | < \$450 | West | Pacific States | Frank Filippi | Frank Filippi | Kendall Char | 27.3% |
| 743 | 2018 | 08 | AE | < \$450 | West | Pacific States | Max Proteau | Max Proteau | Kendall Char | 102.8% |
| 744 | 2018 | 08 | AE | < \$450 | West | Pacific States | Nick Torchio | Nick Torchio | Steve Frohrip | |
| 745 | 2018 | 08 | AE | < \$450 | West | Pacific States | Robert Glenn | Robert Glenn | Jason Mitchell | 71.1% |
| 746 | 2018 | 08 | LSM | LSM | Central | MidNorth | House Green Bay | Jan Letko | Jan Letko | |
| 747 | 2018 | 08 | LSM | LSM | Central | MidNorth | House Madison | Paul Sweet | Paul Sweet | 5.5% |
| 748 | 2018 | 08 | LSM | LSM | Central | MidNorth | Terri Hoepner | Terri Hoepner | Tom Kreutzian | |
| 749 | 2018 | 08 | LSM | LSM | Central | MidWest | Ronald Stricker | Ronald Stricker | | |
| 750 | 2018 | 08 | LSM | LSM | Central | Texas | Eric Atchley | Eric Atchley | Tiffani Celli | |
| 751 | 2018 | 08 | LSM | LSM | Central | Texas | House San Antonio | Kristine Gomez | Kristine Gomez | |
| 752 | 2018 | 08 | LSM | LSM | Central | Texas | John Pedevilla | John Pedevilla | Tiffani Celli | |
| 753 | 2018 | 08 | LSM | LSM | Central | Texas | Kim Murray | Kim Murray | Chris Rometty | |
| 754 | 2018 | 08 | LSM | LSM | Central | Texas | Nathaniel McCray | Nathaniel McCray | Tom Parsons | 25.1% |
| 755 | 2018 | 08 | LSM | LSM | Northeast | New York | House Staten Island | House Staten Island | Staten Island LSM | |
| 756 | 2018 | 08 | LSM | LSM | Northeast | New York | Jamie Morrison | Jamie Morrison | Chris Orr | |
| 757 | 2018 | 08 | LSM | LSM | Northeast | Ohio | House Akron Canton | Mark Chastain | Mark Chastain | |
| 758 | 2018 | 08 | LSM | LSM | Northeast | Ohio | House Clarksburg | Brenda Jasper | Brenda Jasper | |
| 759 | 2018 | 08 | LSM | LSM | Northeast | Ohio | House Independence | Janey Ames | Ben Bottini | |
| 760 | 2018 | 08 | LSM | LSM | Northeast | Ohio | House Lima | Dino Gerdeman | Dino Gerdeman | |
| 761 | 2018 | 08 | LSM | LSM | Northeast | Ohio | Kevin Tucker | Kevin Tucker | Laurie Aquilina | |
| 762 | 2018 | 08 | LSM | LSM | Northeast | Ohio | Mike Chase | Mike Chase | Ben Bottini | |
| 763 | 2018 | 08 | LSM | LSM | Northeast | Upstate NY / ME | House Syracuse | Erin Duffy | Erin Duffy | |
| 764 | 2018 | 08 | LSM | LSM | South | Carolinas | House Hickory 1 | Jody Walker Little | | |
| 765 | 2018 | 08 | LSM | LSM | South | Carolinas | Jody Walker Little | Jody Walker Little | Shawn Harris | 11.3% |
| 766 | 2018 | 08 | LSM | LSM | South | Carolinas | Jon Bloom | Jon Bloom | John Shannon | |
| 767 | 2018 | 08 | LSM | LSM | South | Carolinas | Teresa Vause | Teresa Vause | Brett Groller | |
| 768 | 2018 | 08 | LSM | LSM | South | Florida | House Orlando | Paula Gaustad | | |
| 769 | 2018 | 08 | LSM | LSM | South | Southeast | Chadwick Collins | Chadwick Collins | Gary Jensen | |
| 770 | 2018 | 08 | LSM | LSM | South | Southeast | House Birmingham 5 | Todd Livingston | Todd Livingston | |
| 771 | 2018 | 08 | LSM | LSM | South | Southeast | House Gene Hardy | Gene Hardy | Gene Hardy | |
| 772 | 2018 | 08 | LSM | LSM | South | Southeast | House Huntsville | Chris Munson | | |
| 773 | 2018 | 08 | LSM | LSM | South | Southeast | House Louisville | Chadwick Collins | | |
| 774 | 2018 | 08 | LSM | LSM | South | Southeast | House Mitch Fain | Mitch Fain | Gary Jensen | |
| 775 | 2018 | 08 | LSM | LSM | South | Southeast | Louisville Job Share | Mitch Fain | | |
| 776 | 2018 | 08 | LSM | LSM | West | LA | House Ontario | Joseph Flores | Joseph Flores | |
| 777 | 2018 | 08 | LSM | LSM | West | Mountain States | House Grand Junction | House Grand Junction | Open LSM | |
| 778 | 2018 | 08 | LSM | LSM | West | Pacific States | House Hilo | Michael Garcia | | |
| 779 | 2018 | 08 | LSM | LSM | West | Pacific States | House Maui | Kendall Char | | |