

FIRST LOOK
Data file
2018 Week#10 (3/8/18)
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	PSID	% FY Rev vs First Look Goal
1	2018 10	AE	\$1-\$1.5	Central	MidNorth	Brett Richter	Brett Richter	Steve Houselander	1209995	128.9%	
2	2018 10	AE	\$1-\$1.5	Central	MidNorth	Desiree Rongitsch	Desiree Rongitsch	Peter Provost	1034011	137.8%	
3	2018 10	AE	\$1-\$1.5	Central	MidNorth	Jennifer Wabers	Jennifer Wabers	Paul Sweet	1508155	169.3%	
4	2018 10	AE	\$1-\$1.5	Central	MidNorth	Kathryn Searles	Kathryn Searles	Jan Letko	1091700	129.4%	
5	2018 10	AE	\$1-\$1.5	Central	MidNorth	Michael Sieracki	Michael Sieracki	John Merchlewitz	6044793		
6	2018 10	AE	\$1-\$1.5	Central	MidNorth	Susan Welk	Susan Welk	Jan Letko	1233981	123.9%	
7	2018 10	AE	\$1-\$1.5	Central	MidNorth	Tom Binder	Tom Binder	Jason Bjorson	1527365	157.8%	
8	2018 10	AE	\$1-\$1.5	Central	MidNorth	Tori Grant Welhouse	Tori Grant Welhouse	Todd Wery	1204044	68.7%	
9	2018 10	AE	\$1-\$1.5	Central	MidWest	Angela Love	Angela Love	Mike Elam	1510820	119.1%	
10	2018 10	AE	\$1-\$1.5	Central	MidWest	Brant Gillett	Brant Gillett	Jamie Hurt	1194872	61.8%	
11	2018 10	AE	\$1-\$1.5	Central	MidWest	Douglas Montgomery	Douglas Montgomery	Jamie Hurt	1152078	83.2%	
12	2018 10	AE	\$1-\$1.5	Central	MidWest	Jeff McCann	Jeff McCann	Bonnie Gallagher	1510512	26.6%	
13	2018 10	AE	\$1-\$1.5	Central	MidWest	Jeff Stone	Jeff Stone	Mike Pieper	1515997	147.4%	
14	2018 10	AE	\$1-\$1.5	Central	MidWest	Lori Dickerson	Lori Dickerson	Mike Pieper	1516899	65.3%	
15	2018 10	AE	\$1-\$1.5	Central	MidWest	Lori James	Lori James	Bonnie Gallagher	1508583	104.7%	
16	2018 10	AE	\$1-\$1.5	Central	MidWest	Sherry Saylor	Sherry Saylor	Lori Brown	6026297	66.3%	
17	2018 10	AE	\$1-\$1.5	Central	MidWest	Tamara Dudenhoeffer	Tamara Dudenhoeffer	Mike Pieper	1516408	163.1%	
18	2018 10	AE	\$1-\$1.5	Central	Texas	Chelsey Ketcher	Chelsey Ketcher	Sean Lervaag	1186865	88.7%	
19	2018 10	AE	\$1-\$1.5	Central	Texas	Deana Holmes	Deana Holmes	David Allen	1212870	92.4%	
20	2018 10	AE	\$1-\$1.5	Central	Texas	Ellen Cannon	Ellen Cannon	Kim Murray	1146979	200.0%	
21	2018 10	AE	\$1-\$1.5	Central	Texas	Jeanette Valenzuela	Jeanette Valenzuela	David Allen	6047301		
22	2018 10	AE	\$1-\$1.5	Central	Texas	Jessica Miller	Jessica Miller	David Allen	1232210	45.4%	
23	2018 10	AE	\$1-\$1.5	Central	Texas	Kara Heinen	Kara Heinen	Steven Brooks	1114035	241.9%	
24	2018 10	AE	\$1-\$1.5	Central	Texas	Kathy Reiter	Kathy Reiter	Steven Brooks	1100795	120.5%	
25	2018 10	AE	\$1-\$1.5	Central	Texas	Kendall Washington	Kendall Washington	John Pedevilla	1128610	67.8%	
26	2018 10	AE	\$1-\$1.5	Central	Texas	Kevin Christian	Kevin Christian	John Pedevilla	1188359	107.0%	
27	2018 10	AE	\$1-\$1.5	Central	Texas	Marie Dale	Marie Dale	Matt Ellis	1191196	163.1%	
28	2018 10	AE	\$1-\$1.5	Central	Texas	Marla Newton	Marla Newton	David Allen	1114115	139.1%	
29	2018 10	AE	\$1-\$1.5	Central	Texas	Mitchell Borges	Mitchell Borges	Matt Ellis	1101059	81.4%	
30	2018 10	AE	\$1-\$1.5	Central	Texas	San Antonio Job Share 2	Job Share - Dorothy Basso/Sarah Kardys	Kristine Gomez	6022433	126.0%	
31	2018 10	AE	\$1-\$1.5	Central	Texas	Sheldon Davis	Sheldon Davis	Sally Martinez	1078312	154.1%	
32	2018 10	AE	\$1-\$1.5	Central	Texas	Sonia Brown	Sonia Brown	Kim Murray	6034101	113.8%	
33	2018 10	AE	\$1-\$1.5	Central	Texas	Teri Longoria-DeAnda	Teri Longoria-DeAnda	Sally Martinez	1067994	118.6%	
34	2018 10	AE	\$1-\$1.5	Northeast	New York	Brendan Whelan	Brendan Whelan	Staten Island LSM	1070731	46.6%	
35	2018 10	AE	\$1-\$1.5	Northeast	New York	Dean Darling	Dean Darling	Derek Benedict	1077227	93.4%	
36	2018 10	AE	\$1-\$1.5	Northeast	New York	Kevin Walsh	Kevin Walsh	Staten Island LSM	1192968	55.2%	
37	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Alicia Kerrigan	Alicia Kerrigan	Mike Chase	6039568	65.7%	
38	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Andrea Nardell	Andrea Nardell	Janey Ames	1184736	94.7%	
39	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Angela Haynes	Angela Haynes	Laura Lee	6033877	63.0%	
40	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Brian Schwab	Brian Schwab	Christine Smith	6045499	51.1%	
41	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Britany Martindale	Britany Martindale	Kevin Tucker	6038796	92.8%	
42	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Carey Bradley	Carey Bradley	Christine Smith	1225083	40.2%	
43	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Diane Hansen	Diane Hansen	Ron Stricker	1170153	115.4%	
44	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Georgiann Pace	Georgiann Pace	Christine Smith	1140648	137.1%	
45	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Jeffrey Schroeder	Jeffrey Schroeder	Karen Pope	1218842	79.3%	
46	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Joan Hronec	Joan Hronec	Kevin Tucker	1019383	63.5%	
47	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Kimberly Lucas	Kimberly Lucas	Annie Keith	1233588	81.3%	
48	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Lauren Pirkey	Lauren Pirkey	Laura Lee	6036275	130.6%	
49	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Mary Brann	Mary Brann	Kerry Collins	1078458	63.3%	
50	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Ryan Brant	Ryan Brant	Kerry Collins	6037276	131.1%	
51	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Sally Boggins	Sally Boggins	Janey Ames	1137871	66.9%	
52	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Sarah Mouse	Sarah Mouse	Kerry Collins	1018065	178.0%	
53	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Sarah Zingale	Sarah Zingale	Annie Keith	1116234	64.2%	
54	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Shawn Gibeault	Shawn Gibeault	Annie Keith	1181022	76.0%	
55	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Sheila Robinson	Sheila Robinson	Kevin Tucker	1091010	138.3%	
56	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Thomas Dinkel	Thomas Dinkel	Ron Stricker	1236420	64.3%	
57	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Timothy Powers	Timothy Powers	Karen Pope	1018992	117.4%	
58	2018 10	AE	\$1-\$1.5	Northeast	Ohio	Todd Teitel	Todd Teitel	Chadwick Collins	1155996	133.8%	
59	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Aaron Pulinski	Aaron Pulinski	Natasha Polito	1204070	61.4%	
60	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Andy Axler	Andy Axler	Tara MacDonald	1009563	125.3%	
61	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Gerilynn Brei	Gerilynn Brei	Bill Bagley	1126368	66.1%	
62	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Gretchen McLauchlan	Gretchen McLauchlan	Erin Duffy	1164215	144.8%	
63	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Jeff Margerison	Jeff Margerison	Doug Foerster	1036619	54.2%	
64	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Jennifer Mossotti	Jennifer Mossotti	Erin Duffy	6029579	94.6%	
65	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Joseph Famolaro	Joseph Famolaro	Katherine Drake Marhaver	1096691	54.9%	
66	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Lauren Elias	Lauren Elias	Tara MacDonald	1229886	248.6%	
67	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Lauren Stricos	Lauren Stricos	Tracy Cramer	1216482	123.8%	
68	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Marc Gilbert	Marc Gilbert	Erin Duffy	1009566	91.5%	
69	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Matt Wells	Matt Wells	Nick Darling	1198708	107.2%	
70	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Melissa Vassenelli	Melissa Vassenelli	Erin Duffy	1219476	119.2%	
71	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Patrick Evans	Patrick Evans	Laura Whittinghill	1239655	52.8%	
72	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Ryan Robbins	Ryan Robbins	Bill Bagley	1187219	108.9%	
73	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Sarah Keep	Sarah Keep	Doug Foerster	1218506	59.8%	
74	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Scott Gordon	Scott Gordon	Natasha Polito	1164531	6.4%	
75	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Simone Amos	Simone Amos	Tara MacDonald	1180746	90.0%	
76	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Stacey Fudella	Stacey Fudella	Laura Whittinghill	1194514	124.2%	
77	2018 10	AE	\$1-\$1.5	Northeast	Upstate NY / ME	Thomas Penn	Thomas Penn	Jennifer Loonan	1225954	67.4%	
78	2018 10	AE	\$1-\$1.5	South	Carolinas	Brian Haag	Brian Haag	Emily Zalacca	1093627	181.7%	
79	2018 10	AE	\$1-\$1.5	South	Carolinas	Carole Herndon	Carole Herndon	Rob Padgett	1056760	122.0%	
80	2018 10	AE	\$1-\$1.5	South	Carolinas	Chanon Smith	Chanon Smith	Jon Bloom	1233376	57.1%	
81	2018 10	AE	\$1-\$1.5	South	Carolinas	Crystal Garrett	Crystal Garrett		1082982	179.5%	
82	2018 10	AE	\$1-\$1.5	South	Carolinas	Denise Williams	Denise Williams	Jody Walker Little	1507756	95.2%	
83	2018 10	AE	\$1-\$1.5	South	Carolinas	Donald Blackwell	Donald Blackwell	Darryl Heller	1510033	157.0%	
84	2018 10	AE	\$1-\$1.5	South	Carolinas	Frederick Briggs	Frederick Briggs	Rob Padgett	1215386	76.4%	
85	2018 10	AE	\$1-\$1.5	South	Carolinas	Holly Wise	Holly Wise	Teresa Vause	1142465	153.6%	
86	2018 10	AE	\$1-\$1.5	South	Carolinas	Joan Cook	Joan Cook	Jon Bloom	1212559	145.3%	
87	2018 10	AE	\$1-\$1.5	South	Carolinas	Laura Snelgrove	Laura Snelgrove	Dody Yarbrough	1145414	95.9%	
88	2018 10	AE	\$1-\$1.5	South	Carolinas	Monica Johnston	Monica Johnston	Summer Hamdan	1048941	106.5%	
89	2018 10	AE	\$1-\$1.5	South	Carolinas	Paula Lynch	Paula Lynch	Dody Yarbrough	1208755	57.9%	
90	2018 10	AE	\$1-\$1.5	South	Carolinas	Raymond Barber	Raymond Barber	Rob Padgett	1058937	75.6%	
91	2018 10	AE	\$1-\$1.5	South	Carolinas	Roger Payne	Roger Payne	Donna Hammett	1514503	105.8%	
92	2018 10	AE	\$1-\$1.5	South	Carolinas	Samantha Brock	Samantha Brock	Donna Hammett	1507656	84.7%	
93	2018 10	AE	\$1-\$1.5	South	Carolinas	Stephanie Christiansen	Stephanie Christiansen	Rob Padgett	1214111	74.2%	
94	2018 10	AE	\$1-\$1.5	South	Carolinas	Tim Hill	Tim Hill	Roy Costner	1513444	46.8%	
95	2018 10	AE	\$1-\$1.5	South	Carolinas	Tim Kersey	Tim Kersey	Dody Yarbrough	1145179	98.4%	
96	2018 10	AE	\$1-\$1.5	South	Florida	Anna Palermo	Anna Palermo	Gary Tietjen	1024436	75.9%	
97	2018 10	AE	\$1-\$1.5	South	Florida	Ashley Sanchez	Ashley Sanchez	Kimberly Winters	1503944	68.6%	
98	2018 10	AE	\$1-\$1.5	South	Florida	Carl Brigandi	Carl Brigandi	Norm Pytel	1502314	85.4%	
99	2018 10	AE	\$1-\$1.5	South	Florida	Cindy Brown	Cindy Brown	Chris Kelley	1016593	76.1%	
100	2018 10	AE	\$1-\$1.5	South	Florida	George Chacanas	George Chacanas	John Fennessy	1009862	89.0%	
101	2018 10										

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118	2018	10	AE	\$1-\$1.5	South	Southeast	Lexington Job Share Team 1	Job Share: Misty Fresca/Kimberly Wade	George Robbins	1166314 / 1196393	61.5%
119	2018	10	AE	\$1-\$1.5	South	Southeast	Lisa Simmons	Lisa Simmons	Chris Munson	1517749	54.8%
120	2018	10	AE	\$1-\$1.5	South	Southeast	Marianna Mackey	Marianna Mackey	Gene Hardy	1166294	121.8%
121	2018	10	AE	\$1-\$1.5	South	Southeast	Roger William Mills	Roger William Mills	John Moore	1511598	96.3%
122	2018	10	AE	\$1-\$1.5	South	Southeast	Todd O'Daniel	Todd O'Daniel	Chadwick Collins	1213327	59.5%
123	2018	10	AE	\$1-\$1.5	South	Southeast	Vicki Evans	Vicki Evans	Gene Hardy	1166305	82.5%
124	2018	10	AE	\$1-\$1.5	West	LA	Barry Van Beers	Barry Van Beers	Derek Eggers	1208265	160.7%
125	2018	10	AE	\$1-\$1.5	West	LA	Bob Sabine	Bob Sabine	Mike Jaffe	1038239	113.6%
126	2018	10	AE	\$1-\$1.5	West	LA	Brian Katz	Brian Katz	Jason Shaffer	1219474	132.7%
127	2018	10	AE	\$1-\$1.5	West	LA	Carolina Flores	Carolina Flores	Joe Flores	1117227	109.8%
128	2018	10	AE	\$1-\$1.5	West	LA	Carolyn Mariano	Carolyn Mariano	Michelle Beauchamp	1037263	60.8%
129	2018	10	AE	\$1-\$1.5	West	LA	Christian Hornsby	Christian Hornsby	Derek Eggers	6027533	84.5%
130	2018	10	AE	\$1-\$1.5	West	LA	Crystal Matthews	Crystal Matthews	Helene Juceam	1140724	52.7%
131	2018	10	AE	\$1-\$1.5	West	LA	Daniel Yokich	Daniel Yokich	Jason Shaffer	6008708	127.7%
132	2018	10	AE	\$1-\$1.5	West	LA	Danielle Seniff	Danielle Seniff	Niven Howlett	1207828	106.0%
133	2018	10	AE	\$1-\$1.5	West	LA	David Oster	David Oster	Lance Lowrie	1090186	57.9%
134	2018	10	AE	\$1-\$1.5	West	LA	Denise Bianco	Denise Bianco	Joe Flores	1216822	201.6%
135	2018	10	AE	\$1-\$1.5	West	LA	Dennis Morey	Dennis Morey	John Krenzer	1125483	177.8%
136	2018	10	AE	\$1-\$1.5	West	LA	Diane Troutd	Diane Troutd	Joshua Stratton	1104115	54.9%
137	2018	10	AE	\$1-\$1.5	West	LA	Elizabeth Todd	Elizabeth Todd	Niven Howlett	1136593	128.1%
138	2018	10	AE	\$1-\$1.5	West	LA	Gina Easton	Gina Easton	Michelle Beauchamp	1037693	82.1%
139	2018	10	AE	\$1-\$1.5	West	LA	Ilana Burgin	Ilana Burgin	Joe Flores	1127000	89.4%
140	2018	10	AE	\$1-\$1.5	West	LA	Joynier Lockett	Joynier Lockett	Jason Shaffer	6043558	126.5%
141	2018	10	AE	\$1-\$1.5	West	LA	Kelli Schatz	Kelli Schatz	Helene Juceam	1160824	197.0%
142	2018	10	AE	\$1-\$1.5	West	LA	Kimberly McKibben	Kimberly McKibben	Niven Howlett	1236461	58.8%
143	2018	10	AE	\$1-\$1.5	West	LA	Martha Gibson	Martha Gibson	Eugenia Mazzapica	1098132	131.4%
144	2018	10	AE	\$1-\$1.5	West	LA	Michael Manning	Michael Manning	John Krenzer	1105095	53.4%
145	2018	10	AE	\$1-\$1.5	West	LA	Nancy Burleson	Nancy Burleson	Eugenia Mazzapica	1103011	124.7%
146	2018	10	AE	\$1-\$1.5	West	LA	Paula Darias	Paula Darias	Jason Shaffer	1127157	138.5%
147	2018	10	AE	\$1-\$1.5	West	LA	Stephanie Clark	Stephanie Clark	Michelle Beauchamp	1095851	100.7%
148	2018	10	AE	\$1-\$1.5	West	Mountain States	Christine Erb	Christine Erb	Grant Linnen	1509406	139.7%
149	2018	10	AE	\$1-\$1.5	West	Pacific States	Annette Ching	Annette Ching	Michael Garcia	6007902	148.4%
150	2018	10	AE	\$1-\$1.5	West	Pacific States	Gregory Florian	Gregory Florian	Michael Garcia	1136041	172.5%
151	2018	10	AE	\$1-\$1.5	West	Pacific States	Karen Lee	Karen Lee	Michael Garcia	1092767	135.7%
152	2018	10	AE	\$1-\$1.5	West	Pacific States	Lorraine Sugimoto	Lorraine Sugimoto	Michael Garcia	1056493	95.8%
153	2018	10	AE	\$1-\$1.5	West	Pacific States	Melanie Rosehill	Melanie Rosehill	Michael Garcia	1072513	154.1%
154	2018	10	AE	\$1.5+	Central	MidNorth	Cindy McCabe	Cindy McCabe	Todd Wery	1025737	135.0%
155	2018	10	AE	\$1.5+	Central	MidNorth	Jennifer Pizur	Jennifer Pizur	Jason Bjorson	1216899	141.3%
156	2018	10	AE	\$1.5+	Central	MidNorth	Jessica Opat	Jessica Opat	Steve Houselander	1143073	128.5%
157	2018	10	AE	\$1.5+	Central	MidNorth	Joann DeYoung	Joann DeYoung	Jason Bjorson	1024737	118.4%
158	2018	10	AE	\$1.5+	Central	MidNorth	Kathryn Grant	Kathryn Grant	Jason Bjorson	1066535	147.0%
159	2018	10	AE	\$1.5+	Central	MidNorth	Kelly Resch	Kelly Resch	Steve Houselander	1223054	83.7%
160	2018	10	AE	\$1.5+	Central	MidNorth	Shan Roth Bookstaff	Shan Roth Bookstaff	Paul Sweet	1508448	136.1%
161	2018	10	AE	\$1.5+	Central	MidWest	Ashley Cajthaml	Ashley Cajthaml	Lori Brown	1148719	163.3%
162	2018	10	AE	\$1.5+	Central	MidWest	Becky Lisner	Becky Lisner	Lori Brown	1034933	103.0%
163	2018	10	AE	\$1.5+	Central	MidWest	Dave Castro	Dave Castro	Mike Pieper	1509232	130.2%
164	2018	10	AE	\$1.5+	Central	MidWest	Franci Massey	Franci Massey	Jamie Hurt	1034636	67.9%
165	2018	10	AE	\$1.5+	Central	MidWest	Jill Sherman	Jill Sherman	Jamie Hurt	1145370	88.1%
166	2018	10	AE	\$1.5+	Central	MidWest	Ken Deutch	Ken Deutch	Mike Pieper	1511425	109.2%
167	2018	10	AE	\$1.5+	Central	MidWest	Kevin Barry	Kevin Barry	Mike Elam	1520465	120.2%
168	2018	10	AE	\$1.5+	Central	MidWest	Lyndley Gee	Lyndley Gee	Jamie Hurt	1187021	86.4%
169	2018	10	AE	\$1.5+	Central	MidWest	Maureen Werner	Maureen Werner	Mike Elam	1523320	95.5%
170	2018	10	AE	\$1.5+	Central	MidWest	Sue Masker	Sue Masker	Mike Elam	1511426	149.0%
171	2018	10	AE	\$1.5+	Central	Texas	Andrea Burson	Andrea Burson	Kristine Gomez	1160840	188.3%
172	2018	10	AE	\$1.5+	Central	Texas	Angela Dooms	Angela Dooms	Kristine Gomez	1081862	
173	2018	10	AE	\$1.5+	Central	Texas	Annette Reid	Annette Reid	Eric Atchley		72.2%
174	2018	10	AE	\$1.5+	Central	Texas	Arltla Womack	Arltla Womack	Raymond May	1222664	80.7%
175	2018	10	AE	\$1.5+	Central	Texas	Ashley Dudley	Ashley Dudley	Eric Atchley	1219278	118.5%
176	2018	10	AE	\$1.5+	Central	Texas	Claudia Montgomery	Claudia Montgomery	David Allen	1137666	146.3%
177	2018	10	AE	\$1.5+	Central	Texas	Dan Squyres	Dan Squyres	Kim Murray	1032454	276.7%
178	2018	10	AE	\$1.5+	Central	Texas	Eric Lunsford	Eric Lunsford	Sean Lervaag	1041923	220.5%
179	2018	10	AE	\$1.5+	Central	Texas	Janet Emmert	Janet Emmert	David Allen	1078803	74.6%
180	2018	10	AE	\$1.5+	Central	Texas	Jimmy Hare	Jimmy Hare	Rick Barnhart	1098133	71.8%
181	2018	10	AE	\$1.5+	Central	Texas	Joan Hemstreet	Joan Hemstreet	Rick Barnhart	6015964	55.0%
182	2018	10	AE	\$1.5+	Central	Texas	Job Share Flume / Langlois	Job Share: Debra Flume / Angela Dooms Langlois	Kristine Gomez	1081862 / 1081863	28.6%
183	2018	10	AE	\$1.5+	Central	Texas	Job Share Michel / Witt	Job Share: Ray Michel / Doreen Witt	Kimberly Murray	1093545 / 1118084	114.9%
184	2018	10	AE	\$1.5+	Central	Texas	Job Share Weaver / Whitten	Alyson Weaver	Kim Murray	1161460	69.0%
185	2018	10	AE	\$1.5+	Central	Texas	Joey Little	Joey Little	Rick Barnhart	1164640	42.2%
186	2018	10	AE	\$1.5+	Central	Texas	Kathy Sparks	Kathy Sparks	Rick Barnhart	1123288	101.6%
187	2018	10	AE	\$1.5+	Central	Texas	Keith Grubb	Keith Grubb	Eric Atchley	1169553	120.6%
188	2018	10	AE	\$1.5+	Central	Texas	Kenny Gierl	Kenny Gierl	Rick Barnhart	6009619	67.6%
189	2018	10	AE	\$1.5+	Central	Texas	Lisa Reid	Lisa Reid	Rick Barnhart	1165223	161.3%
190	2018	10	AE	\$1.5+	Central	Texas	Michael Crow	Michael Crow	John Pedevilla	1101416	93.2%
191	2018	10	AE	\$1.5+	Central	Texas	Mike Nelson	Mike Nelson	Eric Atchley	1146134	59.3%
192	2018	10	AE	\$1.5+	Central	Texas	Nicholas Mohamed	Nicholas Mohamed	Kristine Gomez	1239327	82.8%
193	2018	10	AE	\$1.5+	Central	Texas	Paul Powitz	Paul Powitz	Eric Atchley	1110416	63.5%
194	2018	10	AE	\$1.5+	Northeast	New York	Adam Meyer	Adam Meyer	Shapiro/Hermes	1229513	64.7%
195	2018	10	AE	\$1.5+	Northeast	New York	Brenda Irizarry	Brenda Irizarry	Jaime Morrison	1157793	156.0%
196	2018	10	AE	\$1.5+	Northeast	New York	Brian Cavallo	Brian Cavallo	Shapiro/Hermes	1236781	123.9%
197	2018	10	AE	\$1.5+	Northeast	New York	Carlos Jimenez	Carlos Jimenez	Derek Benedict	1009925	98.6%
198	2018	10	AE	\$1.5+	Northeast	New York	Corey Petruccelli	Corey Petruccelli	Shapiro/Hermes	1145420	173.5%
199	2018	10	AE	\$1.5+	Northeast	New York	Danielle Daley	Danielle Daley	Shapiro/Hermes	1155609	116.7%
200	2018	10	AE	\$1.5+	Northeast	New York	David Blakely	David Blakely	Derek Benedict	1005280	111.4%
201	2018	10	AE	\$1.5+	Northeast	New York	Donna Ellerson	Donna Ellerson	Jaime Morrison	1126205	94.1%
202	2018	10	AE	\$1.5+	Northeast	New York	Dylan Larkin	Dylan Larkin	Shapiro/Hermes	1199127	98.7%
203	2018	10	AE	\$1.5+	Northeast	New York	Eric Tolchin	Eric Tolchin	Jaime Morrison	1182084	126.4%
204	2018	10	AE	\$1.5+	Northeast	New York	Florence O'Brien	Florence O'Brien	Shapiro/Hermes	1198676	148.5%
205	2018	10	AE	\$1.5+	Northeast	New York	Jo Ellen Rix	Jo Ellen Rix	Shapiro/Hermes	1023296	154.1%
206	2018	10	AE	\$1.5+	Northeast	New York	Jonathan Auster	Jonathan Auster	Shapiro/Hermes	1170964	116.3%
207	2018	10	AE	\$1.5+	Northeast	New York	Philip LeFevre	Philip LeFevre	Shapiro/Hermes	1154851	141.5%
208	2018	10	AE	\$1.5+	Northeast	New York	Timothy Minter	Timothy Minter	Jaime Morrison	1200396	88.5%
209	2018	10	AE	\$1.5+	Northeast	Ohio	Aimee Krzyacin	Aimee Krzyacin	Christine Smith	1210557	182.4%
210	2018	10	AE	\$1.5+	Northeast	Ohio	Brian Florko	Brian Florko	Jim Post	1179252	65.4%
211	2018	10	AE	\$1.5+	Northeast	Ohio	Chris Reid	Chris Reid	Janey Ames	1099815	98.1%
212	2018	10	AE	\$1.5+	Northeast	Ohio	Constance Rockwood	Constance Rockwood	Annie Keith	1121534	81.1%
213	2018	10	AE	\$1.5+	Northeast	Ohio	Deborah Ziegman	Deborah Ziegman	Karen Pope	1200688	110.8%
214	2018	10	AE	\$1.5+	Northeast	Ohio	Dianne Haggins	Dianne Haggins	Kevin Tucker	1020318	67.2%
215	2018	10	AE	\$1.5+	Northeast	Ohio	Heather Schultz	Heather Schultz	Laura Lee	1236774	70.3%
216	2018	10	AE	\$1.5+	Northeast	Ohio	Jennifer Babcock	Jennifer Babcock	Mike Chase	1174937	100.7%
217	2018	10	AE	\$1.5+	Northeast	Ohio	Job Share Copfer / Benton	Job Share: Renee Copfer / Tracy Benton	Mike Chase	1074295 / 1084256	109.7%
218	2018	10	AE	\$1.5+	Northeast	Ohio	Job Share O'Hara / Carter	Job Share: Amanda O'Hara / Coleen Carter	Janey Ames	1124257 / 1179066	88.6%
219	2018	10	AE	\$1.5+	Northeast	Ohio	Job Share Steinbrunner / Paul	Job Share: Karen Steinbrunner / Natasha Paul Shupe	Laura Lee	1153061 / 1132198	122.4%
220	2018	10	AE	\$1.5+	Northeast	Ohio	Joseph Trem	Joseph Trem	Christine Smith	1141808	145.5%
221	2018	10	AE	\$1.5+	Northeast	Ohio	Kimberly Tolnar	Kimberly Tolnar	Laura Lee	1203522	91.2%
222	2018	10	AE	\$1.5+	Northeast	Ohio	Megan Miller	Megan Miller	Mike Chase	1187377	149.5%
223	2018	10	AE	\$1.5+	Northeast	Ohio	Nicholas Grote	Nicholas Grote	Jim Post	1176298	104.9%
224	2018	10	AE	\$1.5+	Northeast	Ohio	Patrick Horgan	Patrick Horgan	Laura Lee	1138828	113.6%
225	2018	10	AE	\$1.5+	Northeast	Ohio	Sara Backman	Sara Backman	Ron Stricker	1085477	129.6%
226	2018	10	AE	\$1.5+	Northeast	Ohio	Taylor Moore	Taylor Moore	Ron Stricker	6013403	182.9%
227	2018	10	AE	\$1.5+	Northeast	Upstate NY / ME	Ann Mizgala	Ann Mizgala	Katherine Drake Marhaver	1004832	65.4%
228	2018	10	AE	\$1.5+	Northeast	Upstate NY / ME	Ed Glasgow	Ed Glasgow	Natasha Polito	1073335	88.0%
229	2018	10	AE	\$1.5+	Northeast	Upstate NY / ME	Gwen Dyer	Gwen Dyer	Doug Foerster	1196655	84.2%
230	2018	10	AE	\$1.5+	Northeast	Upstate NY / ME	Jaime Ralston	Jaime Ralston	Tara MacDonald	1083521	96.2%
231	2018	10	AE	\$1.5+	Northeast	Upstate NY / ME	Jane Daley	Jane Daley	Tara MacDonald	1047907	127.5%
232	2018	10	AE	\$1.5+	Northeast	Upstate NY / ME	Job Share Hull / Savattieri	Job Share: Diane Hull / Elise Savattieri	Laura Whittinghill	1122007 / 1122009	93.8%
233	2018	10	AE	\$1.5+	Northeast	Upstate NY / ME	Julie Kramer	Julie Kramer	Doug Foerster	1143609	94.7%
234	2018	10	AE	\$1.5+	Northeast	Upstate NY / ME	Lindsay Maurer	Lindsay Maurer	Nick Darling	1195056	88.4%
235	2018	10	AE	\$1.5+	Northeast	Upstate NY / ME	Rochester Job Share 1	Job Share: Heahter Iannone/Gina Loewenguth	Natasha Polito	1236766 / 1138360	88.9%
236	2018	10	AE	\$1.5+	Northeast	Upstate NY / ME	Rochester Job Share 2	Job Share: Traci Mcelroy/Elise Gruttada			

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	% FY Rev vs First Look Goal
245	2018	10	AE	\$1.5+	South	Carolinas	Jacob Desvaux	Jacob Desvaux	Emily Zalacca	1191739	96.2%
246	2018	10	AE	\$1.5+	South	Carolinas	Joanne Brown	Joanne Brown	Emily Zalacca	1089262	139.0%
247	2018	10	AE	\$1.5+	South	Carolinas	Kellie Brys	Kellie Brys	David McGee	1145970	57.7%
248	2018	10	AE	\$1.5+	South	Carolinas	Kevin Pittman	Kevin Pittman	David McGee	1092001	58.3%
249	2018	10	AE	\$1.5+	South	Carolinas	Lynne Dallin	Lynne Dallin	David McGee	1013618	34.4%
250	2018	10	AE	\$1.5+	South	Carolinas	Nancy Bolinger	Nancy Bolinger	Matt Livoti	1092362	200.7%
251	2018	10	AE	\$1.5+	South	Carolinas	Russell Doggett	Russell Doggett	David McGee	1055438	110.2%
252	2018	10	AE	\$1.5+	South	Carolinas	Ryan Fleming	Ryan Fleming	Roy Costner	1517022	47.6%
253	2018	10	AE	\$1.5+	South	Carolinas	Sean Hollern	Sean Hollern	Rob Padgett	1154353	99.0%
254	2018	10	AE	\$1.5+	South	Carolinas	Shannon Barbour	Shannon Barbour	Jon Bloom	1011048	67.2%
255	2018	10	AE	\$1.5+	South	Carolinas	Shelley Hutchinson	Shelley Hutchinson	Emily Zalacca	1202425	67.1%
256	2018	10	AE	\$1.5+	South	Carolinas	Sherry Howell	Sherry Howell	Matt Livoti	1203163	114.2%
257	2018	10	AE	\$1.5+	South	Carolinas	Tony Ruland	Tony Ruland	Matt Livoti	1002462	80.9%
258	2018	10	AE	\$1.5+	South	Carolinas	Victoria Parker	Victoria Parker	Roy Costner	1507945	87.3%
259	2018	10	AE	\$1.5+	South	Florida	Anne Marie Burns	Anne Marie Burns	Chuck Budt	1502896	71.3%
260	2018	10	AE	\$1.5+	South	Florida	Bryan Hatfield	Bryan Hatfield	Gary Tietjen	1061722	63.3%
261	2018	10	AE	\$1.5+	South	Florida	Carrie Showalter	Carrie Showalter	Nick Puddicombe	1502679	114.8%
262	2018	10	AE	\$1.5+	South	Florida	Dan Bell	Dan Bell	John Fennessy	1004616	75.5%
263	2018	10	AE	\$1.5+	South	Florida	Debby Phillips	Debby Phillips	John Fennessy	1008748	119.8%
264	2018	10	AE	\$1.5+	South	Florida	Diana Perreira	Diana Perreira	Chris Kelley	1040879	113.5%
265	2018	10	AE	\$1.5+	South	Florida	Dorothy Conflenti	Dorothy Conflenti	Steve Culkar	1504742	92.4%
266	2018	10	AE	\$1.5+	South	Florida	Eva Carter	Eva Carter	Nick Puddicombe	1502646	88.9%
267	2018	10	AE	\$1.5+	South	Florida	Frank Longo	Frank Longo	Nick Puddicombe	1500242	89.2%
268	2018	10	AE	\$1.5+	South	Florida	Greg Hubbard	Greg Hubbard	Chris Kelley	1503147	62.6%
269	2018	10	AE	\$1.5+	South	Florida	Ira Heller	Ira Heller	Norm Pytel	1004595	106.3%
270	2018	10	AE	\$1.5+	South	Florida	James Cassidy	James Cassidy	Tom Sweat	1007379	90.1%
271	2018	10	AE	\$1.5+	South	Florida	Janey Hallberg	Janey Hallberg	Chuck Budt	1503094	222.7%
272	2018	10	AE	\$1.5+	South	Florida	JJ Gunter	JJ Gunter	Steve Culkar	1504814	84.5%
273	2018	10	AE	\$1.5+	South	Florida	John Maples	John Maples	Kimberly Winters	1016186	95.4%
274	2018	10	AE	\$1.5+	South	Florida	Jose Alvarez	Jose Alvarez	Chuck Budt	1502653	160.4%
275	2018	10	AE	\$1.5+	South	Florida	Julie Hillsborough	Julie Ketcham	John Fennessy	1007618	105.8%
276	2018	10	AE	\$1.5+	South	Florida	Laurie Lattimore	Laurie Lattimore	Steve Culkar	6007618	98.2%
277	2018	10	AE	\$1.5+	South	Florida	Mark Menges	Mark Menges	Gary Tietjen	1022398	280.4%
278	2018	10	AE	\$1.5+	South	Florida	Michael McCann	Michael McCann	Chuck Budt	1500279	152.4%
279	2018	10	AE	\$1.5+	South	Florida	Michael Young	Michael Young	Steve Culkar	1505217	185.8%
280	2018	10	AE	\$1.5+	South	Florida	Norman Chiger	Norman Chiger	Gary Tietjen	1000847	58.7%
281	2018	10	AE	\$1.5+	South	Florida	Paige Holley	Paige Holley	Norm Pytel	1502944	113.3%
282	2018	10	AE	\$1.5+	South	Florida	Pat Hendryx	Pat Hendryx	John Fennessy	1503204	109.5%
283	2018	10	AE	\$1.5+	South	Florida	Robert Klomp	Robert Klomp	Steve Culkar	1505498	105.6%
284	2018	10	AE	\$1.5+	South	Florida	Robert Richmond	Robert Richmond	Paula Gaustad	1022795	61.4%
285	2018	10	AE	\$1.5+	South	Florida	Scott Fairhurst	Scott Fairhurst	Chuck Budt	1503847	106.6%
286	2018	10	AE	\$1.5+	South	Florida	Sheila Usher	Sheila Usher	Kimberly Winters	1015260	105.7%
287	2018	10	AE	\$1.5+	South	Florida	Steve Perkins	Steve Perkins	Chuck Budt	1503234	105.4%
288	2018	10	AE	\$1.5+	South	Florida	Susan Forte	Susan Forte	Steve Culkar	6009441	54.6%
289	2018	10	AE	\$1.5+	South	Florida	Susan Green	Susan Green	Chris Kelley	1505846	80.0%
290	2018	10	AE	\$1.5+	South	Florida	Suzy Culver	Suzy Culver	Paula Gaustad	1503479	116.0%
291	2018	10	AE	\$1.5+	South	Florida	Teleana Jones	Teleana Jones	Kimberly Winters	1503911	147.7%
292	2018	10	AE	\$1.5+	South	Florida	Tim Shumway_Regional	Tim Shumway_Regional	Chuck Budt	1061250	94.7%
293	2018	10	AE	\$1.5+	South	Florida	Vicki Farrell	Vicki Farrell	Norm Pytel	1016233	87.2%
294	2018	10	AE	\$1.5+	South	Southeast	Amy Kabase	Amy Kabase	Scott Reed	1517012	89.0%
295	2018	10	AE	\$1.5+	South	Southeast	Brian Eckley	Brian Eckley	John Payne	1525467	28.5%
296	2018	10	AE	\$1.5+	South	Southeast	John Wiegand	John Wiegand	Mitch Fain	1166324	65.2%
297	2018	10	AE	\$1.5+	South	Southeast	Stephanie Lake	Stephanie Lake	Chad Collins	1169231	56.0%
298	2018	10	AE	\$1.5+	West	LA	Adlink Job Share	Job Share: Laura Chas/Deanne Szuchan	Derek Messana	1130184 / 1130163	130.0%
299	2018	10	AE	\$1.5+	West	LA	Bill Mee	Bill Mee	Michelle Beauchamp	1102872	90.8%
300	2018	10	AE	\$1.5+	West	LA	Dawn Prather	Dawn Prather	Niven Howlett	1105506	147.1%
301	2018	10	AE	\$1.5+	West	LA	Debbie Finke	Debbie Finke	Niven Howlett	1170639	135.9%
302	2018	10	AE	\$1.5+	West	LA	Gina Mysel	Gina Mysel	Tom Laky	1216111	109.1%
303	2018	10	AE	\$1.5+	West	LA	Greg Finch	Greg Finch	Tom Laky	1142878	60.6%
304	2018	10	AE	\$1.5+	West	LA	HomeTeamSports	HomeTeamSports			
305	2018	10	AE	\$1.5+	West	LA	Jack Greenspon	Jack Greenspon	Kelly Reed	1220567	43.4%
306	2018	10	AE	\$1.5+	West	LA	Jeff Morris	Jeff Morris	Derek Messana	1238701	296.3%
307	2018	10	AE	\$1.5+	West	LA	Johanna Flores	Johanna Flores	Niven Howlett	1061981	105.6%
308	2018	10	AE	\$1.5+	West	LA	Julien Sautot	Julien Sautot	Kelly Reed	1236415	123.1%
309	2018	10	AE	\$1.5+	West	LA	Kathy Guarderas	Kathy Guarderas	Kelly Reed	6015782	39.7%
310	2018	10	AE	\$1.5+	West	LA	Lisa Behr	Lisa Behr	Joe Flores	1127154	113.7%
311	2018	10	AE	\$1.5+	West	LA	Lisa Fletcher	Lisa Fletcher	Niven Howlett	1090483	81.0%
312	2018	10	AE	\$1.5+	West	LA	Lisa Hatch	Lisa Hatch	Joe Flores	1143480	160.4%
313	2018	10	AE	\$1.5+	West	LA	Lisa Lang Bondar	Lisa Lang Bondar	Kelly Reed	1190950	114.5%
314	2018	10	AE	\$1.5+	West	LA	Lydia Matus	Lydia Matus	Tom Laky	1056609	111.8%
315	2018	10	AE	\$1.5+	West	LA	Maria Curry	Maria Curry	Kelly Reed	1228843	97.2%
316	2018	10	AE	\$1.5+	West	LA	Mark Milner	Mark Milner	Helene Juceam	1127433	99.9%
317	2018	10	AE	\$1.5+	West	LA	Merribeth Gal	Merribeth Gal	John Krenzer	1101704	163.9%
318	2018	10	AE	\$1.5+	West	LA	Michael Fong	Michael Fong	Tom Laky	1228278	105.0%
319	2018	10	AE	\$1.5+	West	LA	Michael Lauer	Michael Lauer	Derek Messana	1174794	154.9%
320	2018	10	AE	\$1.5+	West	LA	Randy Moses	Randy Moses	Helene Juceam	1084251	91.4%
321	2018	10	AE	\$1.5+	West	LA	Richard Waisfisz	Richard Waisfisz	Derek Messana	1238790	103.5%
322	2018	10	AE	\$1.5+	West	LA	Sean Broderick	Sean Broderick	Helene Juceam	1127159	95.2%
323	2018	10	AE	\$1.5+	West	LA	WorldLink	WorldLink			
324	2018	10	AE	\$1.5+	West	Pacific States	Jaime Kagawa	Jaime Kagawa	Michael Garcia	1045984	79.4%
325	2018	10	AE	\$1.5+	West	Pacific States	John Padeken	John Padeken	Michael Garcia	1118224	120.2%
326	2018	10	AE	\$1.5+	West	Pacific States	Julie Carter	Julie Carter	Jeff McGowan	1517532	108.0%
327	2018	10	AE	\$1.5+	West	Pacific States	Melissa Orr	Melissa Orr	Jason Mitchell	1521639	147.5%
328	2018	10	AE	\$1.5+	West	Pacific States	Mike DellaVella	Mike DellaVella	Sherry Santana	1513195	84.9%
329	2018	10	AE	\$450 - \$699	Central	MidNorth	Aaron Woodford	Aaron Woodford	Terri Hoepner	1534554	143.0%
330	2018	10	AE	\$450 - \$699	Central	MidNorth	Alan Olson	Alan Olson	Jamie Miller	1515825	149.3%
331	2018	10	AE	\$450 - \$699	Central	MidNorth	Andrea Blader	Andrea Blader	Paul Sweet	1529744	82.6%
332	2018	10	AE	\$450 - \$699	Central	MidNorth	Barry Peterson	Barry Peterson	Bill Van Koevering	1513133	87.5%
333	2018	10	AE	\$450 - \$699	Central	MidNorth	Betsy Maloney	Betsy Maloney	Paul Sweet	1510693	47.7%
334	2018	10	AE	\$450 - \$699	Central	MidNorth	Blake Benner	Blake Benner	Todd McNally	1523724	174.5%
335	2018	10	AE	\$450 - \$699	Central	MidNorth	Bonnie Nimmo	Bonnie Nimmo	Ryan Krajewski	1511414	90.4%
336	2018	10	AE	\$450 - \$699	Central	MidNorth	Catherine Flottmeyer	Catherine Flottmeyer	Jan Letko	1204462	108.3%
337	2018	10	AE	\$450 - \$699	Central	MidNorth	Chris Whitburn	Chris Whitburn	Joe Tessmer	1508725	140.7%
338	2018	10	AE	\$450 - \$699	Central	MidNorth	Doug Mitchell	Doug Mitchell	Joe DeBiak	1509811	88.2%
339	2018	10	AE	\$450 - \$699	Central	MidNorth	Heidi Frei	Heidi Frei	Terri Hoepner	1524991	125.0%
340	2018	10	AE	\$450 - \$699	Central	MidNorth	House St. Cloud	House St. Cloud	Bill Van Koevering		
341	2018	10	AE	\$450 - \$699	Central	MidNorth	Jeremiah Lewis	Jeremiah Lewis	Kristen Hall	1524233	126.5%
342	2018	10	AE	\$450 - \$699	Central	MidNorth	Jerry Siptroth	Jerry Siptroth	Ryan Krajewski	1524856	155.3%
343	2018	10	AE	\$450 - \$699	Central	MidNorth	John Short	John Short	Kristen Hall	1532828	72.8%
344	2018	10	AE	\$450 - \$699	Central	MidNorth	Kirt Schubring	Kirt Schubring	Joe Tessmer	1511401	81.0%
345	2018	10	AE	\$450 - \$699	Central	MidNorth	Kristin Larsen	Kristin Larsen	Ryan Krajewski	1509792	123.4%
346	2018	10	AE	\$450 - \$699	Central	MidNorth	Lisa Neumann	Lisa Neumann	Steve Houselander	1517524	162.4%
347	2018	10	AE	\$450 - \$699	Central	MidNorth	Lisa Ross	Lisa Ross	Tad Spading	1517735	129.0%
348	2018	10	AE	\$450 - \$699	Central	MidNorth	Lori Gilmer	Lori Gilmer	Joe DeBiak	1518419	135.7%
349	2018	10	AE	\$450 - \$699	Central	MidNorth	Mary Mooney	Mary Mooney	Jan Letko	1182163	111.5%
350	2018	10	AE	\$450 - \$699	Central	MidNorth	Michelle Murdick	Michelle Murdick	Kristen Hall	1529358	143.4%
351	2018	10	AE	\$450 - \$699	Central	MidNorth	Nick Evangelista	Nick Evangelista	Steve Houselander	1236875	94.8%
352	2018	10	AE	\$450 - \$699	Central	MidNorth	Peter Bartingale	Peter Bartingale	Terri Hoepner	1512485	147.3%
353	2018	10	AE	\$450 - \$699	Central	MidNorth	Richard VanDeHey	Richard VanDeHey	Todd Wery	1087148	128.2%
354	2018	10	AE	\$450 - \$699	Central	MidNorth	Trey Warren	Trey Warren	Joe DeBiak	1509818	117.1%
355	2018	10	AE	\$450 - \$699	Central	MidNorth	Victoria Brown	Victoria Brown	Todd Wery	6047391	206.6%
356	2018	10	AE	\$450 - \$699	Central	MidWest	Brian Kelley	Brian Kelley	Mark Rouse	1035482	122.1%
357	2018	10	AE	\$450 - \$699	Central	MidWest	Carole Vierling	Carole Vierling	Mike Elam	1520191	50.6%
358	2018	10	AE	\$450 - \$699	Central	MidWest	Jimmy Sams	Jimmy Sams	Kevin Noel	1513602	41.3%
359	2018	10	AE	\$450 - \$699	Central	MidWest	Kathi Norrington	Kathi Norrington	Carol Rudofski	1532227	100.1%
360	2018	10	AE	\$450 - \$699	Central	MidWest	Kathy Guetersloh	Kathy Guetersloh	Carol Rudofski	1520462	104.1%
361	2018	10	AE	\$450 - \$699	Central	MidWest	Melissa Kommer	Melissa Kommer	Carol Rudofski	1534755	54.4%
362	2018	10	AE	\$450 - \$699	Central	MidWest	Michael Hemmett	Michael Hemmett	Mark Rouse	1085177	162.1%
363	2018	10	AE	\$450 - \$699	Central	MidWest	Sadie Worthing	Sadie Worthing	Bob Marr	1511759	65.8%
364	2018	10	AE	\$450 - \$699	Central	MidWest	Sherry Norvell	Sherry Norvell	Mike Pieper	1509195	126.0%
365	2018	10									

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	% FY Rev vs First Look Goal
372	2018	10	AE	\$450 - \$699	Central	Texas	Dana DeLuna	Dana DeLuna	Sally Martinez	1151450	72.8%
373	2018	10	AE	\$450 - \$699	Central	Texas	Daniel Coleman	Daniel Coleman	Michael Keesee	1116158	80.4%
374	2018	10	AE	\$450 - \$699	Central	Texas	Deanna DeKay	Deanna DeKay	Nathan McCray	1085004	48.2%
375	2018	10	AE	\$450 - \$699	Central	Texas	Geneva Duncan	Geneva Duncan	Nathan McCray	6016220	127.0%
376	2018	10	AE	\$450 - \$699	Central	Texas	Gregory Alvarado	Gregory Alvarado	Steven Brooks	1234435	124.9%
377	2018	10	AE	\$450 - \$699	Central	Texas	Hilda Duron	Hilda Duron	Sally Martinez	1137800	122.4%
378	2018	10	AE	\$450 - \$699	Central	Texas	Katherine Bourgeois	Katherine Bourgeois	Sean Lervaa	6037075	138.9%
379	2018	10	AE	\$450 - \$699	Central	Texas	Lesley Rodriguez	Lesley Rodriguez	Nathan McCray		
380	2018	10	AE	\$450 - \$699	Central	Texas	Lita Box	Lita Box	Sean Lervaa	1221620	155.2%
381	2018	10	AE	\$450 - \$699	Central	Texas	Robert Cooperman	Robert Cooperman	Sean Lervaa	1164816	126.9%
382	2018	10	AE	\$450 - \$699	Central	Texas	Shannon Kimball	Shannon Kimball	Nathan McCray	6017129	132.5%
383	2018	10	AE	\$450 - \$699	Central	Texas	Wes Chatfield	Wes Chatfield	Steven Brooks	1101694	79.9%
384	2018	10	AE	\$450 - \$699	Central	Texas	Whitney Paul Smith	Whitney Paul Smith	Matt Ellis	1178212	362.1%
385	2018	10	AE	\$450 - \$699	Northeast	New York	Jason Dennis	Jason Dennis	Jaime Morrison	1150972	80.0%
386	2018	10	AE	\$450 - \$699	Northeast	New York	Jeffrey Ginsberg	Jeffrey Ginsberg	Staten Island LSM	1006735	76.1%
387	2018	10	AE	\$450 - \$699	Northeast	New York	Robert Commentucci	Robert Commentucci	Derek Benedict	1228505	105.7%
388	2018	10	AE	\$450 - \$699	Northeast	Ohio	Amy Ross	Amy Ross	Karen Pope	1236800	99.0%
389	2018	10	AE	\$450 - \$699	Northeast	Ohio	Brandon Maag	Brandon Maag	Dino Gerdeman	1228958	4.1%
390	2018	10	AE	\$450 - \$699	Northeast	Ohio	Brynn Doherty	Brynn Doherty	Christine Smith	6045097	
391	2018	10	AE	\$450 - \$699	Northeast	Ohio	Dale Otto	Dale Otto	Dino Gerdeman	6023192	68.6%
392	2018	10	AE	\$450 - \$699	Northeast	Ohio	Donna Sobczak	Donna Sobczak	Jim Post	1208641	100.8%
393	2018	10	AE	\$450 - \$699	Northeast	Ohio	Gary Kepler	Gary Kepler	Jim Post	1187024	73.1%
394	2018	10	AE	\$450 - \$699	Northeast	Ohio	Jessica Kirkwood	Jessica Kirkwood	Annie Keith	1152480	128.5%
395	2018	10	AE	\$450 - \$699	Northeast	Ohio	Joseph Seither	Joseph Seither	Jim Post	1158857	105.9%
396	2018	10	AE	\$450 - \$699	Northeast	Ohio	Julie Orick	Julie Orick	Jim Post	1231767	108.2%
397	2018	10	AE	\$450 - \$699	Northeast	Ohio	Kara Riccardi	Kara Riccardi	Annie Keith	1225433	99.6%
398	2018	10	AE	\$450 - \$699	Northeast	Ohio	Mary Jo Mastorides	Mary Jo Mastorides	Mark Chastain	1210418	94.8%
399	2018	10	AE	\$450 - \$699	Northeast	Ohio	Sara McMullen	Sara McMullen	Brenda Jasper	1053444	69.8%
400	2018	10	AE	\$450 - \$699	Northeast	Ohio	Taylor Booth	Taylor Booth	Dino Gerdeman	1291128	96.6%
401	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Barry Defilipp	Barry Defilipp	Doug Forster	1123733	78.4%
402	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Benjamin Collins	Benjamin Collins	Nick Darling	1236763	67.7%
403	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Daisy Dawson	Daisy Dawson	Erin Duff	6008820	130.8%
404	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Danette Endress	Danette Endress	Ron Nagy	1007059	103.3%
405	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Hilary Woods	Hilary Woods	Laura Whittinghill	1201959	100.5%
406	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	House Rochester	House Rochester	Natasha Polito		
407	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Jackie Easterling	Jackie Easterling	Bonita Elias	1097980	122.9%
408	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Jessica Berkman	Jessica Berkman	Jennifer Loonan	1008466	87.8%
409	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Jessica Gilbert	Jessica Gilbert	Laura Whittinghill	1206750	110.1%
410	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Kimberly Fortune	Kimberly Fortune	Tracy Cramer	1078882	115.9%
411	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Mary Kirch	Mary Kirch	Jennifer Loonan	1073303	103.2%
412	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Melissa Meyer	Melissa Meyer	Ron Nagy	1061769	96.6%
413	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Michael Benjamin	Michael Benjamin	Nick Darling	1223710	80.7%
414	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Mike DeMichele	Mike DeMichele	Doug Forster	1001912	86.5%
415	2018	10	AE	\$450 - \$699	Northeast	Upstate NY / ME	Paula Hilinski	Paula Hilinski	Bonita Elias	1097934	79.1%
416	2018	10	AE	\$450 - \$699	South	Carolinas	David Hall	David Hall AE	Stephanie Collins	1200493	67.0%
417	2018	10	AE	\$450 - \$699	South	Carolinas	Debbie Gloria	Debbie Gloria	Stephanie Collins	1014856	76.4%
418	2018	10	AE	\$450 - \$699	South	Carolinas	Debbie Hannaford	Debbie Hannaford	Teresa Vause	1146367	85.7%
419	2018	10	AE	\$450 - \$699	South	Carolinas	Dee Rosamond	Dee Rosamond	Jody Walker Little		0.8%
420	2018	10	AE	\$450 - \$699	South	Carolinas	Donna Tritt	Donna Tritt	Donna Hammett	1523514	85.4%
421	2018	10	AE	\$450 - \$699	South	Carolinas	Emily Sabo	Emily Sabo	Dwight Ardoin	6013011	97.1%
422	2018	10	AE	\$450 - \$699	South	Carolinas	Jennifer Swanner	Jennifer Swanner	Rob Padgett	1014613	85.6%
423	2018	10	AE	\$450 - \$699	South	Carolinas	Kimberly Perry	Kimberly Perry	Summer Hamdan	1219101	71.2%
424	2018	10	AE	\$450 - \$699	South	Carolinas	Kristi Tucker	Kristi Tucker	Summer Hamdan	1136057	92.3%
425	2018	10	AE	\$450 - \$699	South	Carolinas	Linda Allen	Linda Allen	Dwight Ardoin	1508349	103.0%
426	2018	10	AE	\$450 - \$699	South	Carolinas	Mandi Thompson	Mandi Thompson	Teresa Vause	1161244	118.2%
427	2018	10	AE	\$450 - \$699	South	Carolinas	Mary Smith	Mary Smith	Dody Yarbrough	1145280	35.1%
428	2018	10	AE	\$450 - \$699	South	Carolinas	Maryeleonor Hart Randall	Maryeleonor Hart Randall	Rob Padgett	1095124	89.3%
429	2018	10	AE	\$450 - \$699	South	Carolinas	Omer Tomlinson	Omer Tomlinson	Jody Walker Little	1509966	85.1%
430	2018	10	AE	\$450 - \$699	South	Carolinas	Open List Fayetteville	Open List Fayetteville	Stephanie Collins		
431	2018	10	AE	\$450 - \$699	South	Carolinas	Stephanie Rose	Stephanie Rose	Darryl Heller	1517010	37.5%
432	2018	10	AE	\$450 - \$699	South	Florida	Isel Hardwick	Isel Hardwick	Kimberly Winters	6020471	64.3%
433	2018	10	AE	\$450 - \$699	South	Florida	Jeffrey Zastawney	Jeffrey Zastawney	Paula Gaustad		
434	2018	10	AE	\$450 - \$699	South	Florida	Stacey McPherson	Stacey McPherson	Nick Puddicombe	6016174	96.7%
435	2018	10	AE	\$450 - \$699	South	Florida	Stacy Sercus	Stacy Sercus	Kimberly Winters	6020984	124.1%
436	2018	10	AE	\$450 - \$699	South	Florida	Sylvia Ducote	Sylvia Ducote	Nick Puddicombe	6021994	165.7%
437	2018	10	AE	\$450 - \$699	South	Florida	Tara Foreman	Tara Foreman	Tom Sweat	1501992	142.9%
438	2018	10	AE	\$450 - \$699	South	Southeast	Allen Arnold	Allen Arnold	John Payne	6026259	99.6%
439	2018	10	AE	\$450 - \$699	South	Southeast	Barry Wilson	Barry Wilson	Jeff Fritz	1514674	47.4%
440	2018	10	AE	\$450 - \$699	South	Southeast	Beau Moore	Beau Moore	Gene Hardy	1166670	59.7%
441	2018	10	AE	\$450 - \$699	South	Southeast	Brandy Musick	Brandy Musick	John Moore	1526685	43.1%
442	2018	10	AE	\$450 - \$699	South	Southeast	Brett Robison	Brett Robison	Scott Reed	1535038	85.6%
443	2018	10	AE	\$450 - \$699	South	Southeast	Charles Measel	Charles Measel	Scott Reed	1026702	94.9%
444	2018	10	AE	\$450 - \$699	South	Southeast	David Mark Drake	David Mark Drake	John Moore	1514361	94.8%
445	2018	10	AE	\$450 - \$699	South	Southeast	Evie White	Evie White	Chris Munson	1517743	53.0%
446	2018	10	AE	\$450 - \$699	South	Southeast	Heather Brown	Heather Brown	Brian McDowall	1514130	67.3%
447	2018	10	AE	\$450 - \$699	South	Southeast	Jeffrey Dwyane Melton	Jeffrey Dwyane Melton	Scott Reed	1513151	62.4%
448	2018	10	AE	\$450 - \$699	South	Southeast	Kenneth Pierce	Kenneth Pierce	Brian McDowall	1510300	107.7%
449	2018	10	AE	\$450 - \$699	South	Southeast	Lori Matlock	Lori Matlock	Kevin Kee	1535451	35.5%
450	2018	10	AE	\$450 - \$699	South	Southeast	Rich Chandler	Rich Chandler	George Robbins	1166307	98.6%
451	2018	10	AE	\$450 - \$699	South	Southeast	Thomas LaGuardia	Thomas LaGuardia	John Payne	1518631	59.2%
452	2018	10	AE	\$450 - \$699	West	LA	Anna-Marie Frost	Anna-Marie Frost	Derek Eggers	1119531	141.1%
453	2018	10	AE	\$450 - \$699	West	LA	Barnaby Hitzig	Barnaby Hitzig	Eugenia Mazzapica	1197929	72.1%
454	2018	10	AE	\$450 - \$699	West	LA	Bill French	Bill French	Jason Shaffer	1102922	146.3%
455	2018	10	AE	\$450 - \$699	West	LA	Bonnie Williams	Bonnie Williams	Lance Lowrie	1105172	120.3%
456	2018	10	AE	\$450 - \$699	West	LA	Deborah Martinez	Deborah Martinez	John Krenzer	1104954	84.1%
457	2018	10	AE	\$450 - \$699	West	LA	Gina Tyrrell	Gina Tyrrell	Eugenia Mazzapica	1217410	97.7%
458	2018	10	AE	\$450 - \$699	West	LA	Jaime Portillo	Jaime Portillo	Lance Lowrie	1130925	58.3%
459	2018	10	AE	\$450 - \$699	West	LA	Jamie Harris	Jamie Harris	Joshua Stratton	1233825	123.2%
460	2018	10	AE	\$450 - \$699	West	LA	Leslie Moguel	Leslie Moguel	Lance Lowrie	6009425	137.1%
461	2018	10	AE	\$450 - \$699	West	LA	Meghan Garvey	Meghan Garvey	Lance Lowrie	1127002	84.9%
462	2018	10	AE	\$450 - \$699	West	LA	Tami Arrieta	Tami Arrieta	Mike Jaffe	1102444	45.5%
463	2018	10	AE	\$450 - \$699	West	Mountain States	Angela Costopoulos	Angela Costopoulos	Todd Andrews	1521494	69.9%
464	2018	10	AE	\$450 - \$699	West	Mountain States	Angela Wetzel	Angela Wetzel	Raymond May	1526648	146.7%
465	2018	10	AE	\$450 - \$699	West	Mountain States	Dawn King	Dawn King	Grant Linnen	1528401	72.0%
466	2018	10	AE	\$450 - \$699	West	Mountain States	Heather Hayes	Heather Hayes	Todd Andrews	1515252	60.3%
467	2018	10	AE	\$450 - \$699	West	Mountain States	Jerrold Lindblom	Jerrold Lindblom	Grant Linnen	1534272	92.9%
468	2018	10	AE	\$450 - \$699	West	Mountain States	Jolie Grant	Jolie Grant	Grant Linnen	1514677	105.7%
469	2018	10	AE	\$450 - \$699	West	Mountain States	Joyce Davison	Joyce Davison	Marcelle Jones	1521047	87.5%
470	2018	10	AE	\$450 - \$699	West	Mountain States	Julie Thomason	Julie Thomason	Marcelle Jones	1528822	138.6%
471	2018	10	AE	\$450 - \$699	West	Mountain States	Keely Hays	Keely Hays	Marcelle Jones	1520904	92.6%
472	2018	10	AE	\$450 - \$699	West	Mountain States	Laura Taylor	Laura Taylor	Heath Corley	6027430	107.0%
473	2018	10	AE	\$450 - \$699	West	Mountain States	Laurie Evans	Laurie Evans	Heath Corley	1521048	81.4%
474	2018	10	AE	\$450 - \$699	West	Mountain States	Lindsay Wise	Lindsay Wise	Todd Andrews	1533427	119.2%
475	2018	10	AE	\$450 - \$699	West	Pacific States	Abe Montejano	Abe Montejano	Sherry Santana	1529396	32.0%
476	2018	10	AE	\$450 - \$699	West	Pacific States	Angela Lynch	Angela Lynch	Jeff McGowan	1530447	49.4%
477	2018	10	AE	\$450 - \$699	West	Pacific States	Brian Solwick	Brian Solwick	Jeff McGowan	6001715	107.4%
478	2018	10	AE	\$450 - \$699	West	Pacific States	Carol Rice	Carol Rice	Donald Stone	1500843	116.6%
479	2018	10	AE	\$450 - \$699	West	Pacific States	Grant Brostrom	Grant Brostrom	Christine Lyles Smith	1529992	144.1%
480	2018	10	AE	\$450 - \$699	West	Pacific States	Ina Wilson	Ina Wilson	Sherry Santana	1521779	58.6%
481	2018	10	AE	\$450 - \$699	West	Pacific States	Jeremy Bakke	Jeremy Bakke	Amber Aguirre	6017047	111.4%
482	2018	10	AE	\$450 - \$699	West	Pacific States	Lisa Hovey	Lisa Hovey	Kendall Char	1239786	419.6%
483	2018	10	AE	\$450 - \$699	West	Pacific States	Mario Martinez	Mario Martinez	Donald Stone	1502889	57.6%
484	2018	10	AE	\$450 - \$699	West	Pacific States	Theresa Zwan	Theresa Zwan	Amber Aguirre	1527859	100.4%
485	2018	10	AE	\$450 - \$699	West	Pacific States	Tim Doan	Tim Doan	Jason Mitchell	1511789	85.2%
486	2018	10	AE	\$450 - \$699	West	Pacific States	Todd Sims	Todd Sims	Jeff McGowan	6035734	33.6%
487	2018	10	AE	\$700 - \$999	Central	MidNorth	Becky Baker	Becky Baker	Paul Sweet</		

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	% FY Rev vs First Look Goal
499	2018	10	AE	\$700 - \$999	Central	MidWest	David Breetzke	David Breetzke	Mark Rouse	1035291	130.5%
500	2018	10	AE	\$700 - \$999	Central	MidWest	Jeramie Swanson	Jeramie Swanson	Mark Rouse	1035471	76.7%
501	2018	10	AE	\$700 - \$999	Central	MidWest	Linda Gilchrist	Linda Gilchrist	Lori Brown	6037745	49.2%
502	2018	10	AE	\$700 - \$999	Central	MidWest	Matt Cannella	Matt Cannella	Bonnie Gallagher	1517837	234.8%
503	2018	10	AE	\$700 - \$999	Central	Texas	Amanda Crawford	Amanda Crawford	Raymond May	1191333	103.8%
504	2018	10	AE	\$700 - \$999	Central	Texas	Javier Ramos	Javier Ramos	Kristine Gomez	6021405	98.4%
505	2018	10	AE	\$700 - \$999	Central	Texas	Jeanne DeMarco	Jeanne DeMarco	Steven Brooks	1101818	158.4%
506	2018	10	AE	\$700 - \$999	Central	Texas	John Fraser	John Fraser	John Pedevilla	6027976	139.4%
507	2018	10	AE	\$700 - \$999	Central	Texas	Linda Landry	Linda Landry	Sally Martinez	1078121	84.2%
508	2018	10	AE	\$700 - \$999	Central	Texas	Lisa Cooper	Lisa Cooper	Michael Keesee	1160081	80.6%
509	2018	10	AE	\$700 - \$999	Central	Texas	Mark Manning	Mark Manning	Nathan McCray	1029582	52.3%
510	2018	10	AE	\$700 - \$999	Central	Texas	Micali Phillips	Mical Phillips	John Pedevilla	1222492	83.9%
511	2018	10	AE	\$700 - \$999	Central	Texas	Natalie Roe	Natalie Roe	Kristine Gomez	6009298	249.7%
512	2018	10	AE	\$700 - \$999	Central	Texas	Nelson Rios	Nelson (Alex) Rios	Sean Lervaag	1235708	151.7%
513	2018	10	AE	\$700 - \$999	Northeast	New York	Gianna Franco	Gianna Franco	Derek Benedict	1003364	151.7%
514	2018	10	AE	\$700 - \$999	Northeast	New York	Noelia Santelli	Noelia Santelli	Jaime Morrison	1223058	84.8%
515	2018	10	AE	\$700 - \$999	Northeast	Ohio	David Whitehead	David Whitehead	Ron Stricker	1083019	63.6%
516	2018	10	AE	\$700 - \$999	Northeast	Ohio	Deborah Smith	Deborah Smith	Dino Gerdeman	1140264	100.9%
517	2018	10	AE	\$700 - \$999	Northeast	Ohio	Deena Kern	Deena Kern	Dino Gerdeman	1140267	99.8%
518	2018	10	AE	\$700 - \$999	Northeast	Ohio	Eric Davis	Eric Davis	Ron Stricker	1134652	102.0%
519	2018	10	AE	\$700 - \$999	Northeast	Ohio	John Renda	John Renda	Mark Chastain	1020247	72.1%
520	2018	10	AE	\$700 - \$999	Northeast	Ohio	Jon Ruben	Jon Ruben	Kerry Collins	1065871	34.7%
521	2018	10	AE	\$700 - \$999	Northeast	Ohio	Josh Watson	Josh Watson	Kerry Collins	1232524	45.4%
522	2018	10	AE	\$700 - \$999	Northeast	Ohio	Michelle Novotny	Michelle Novotny	Mark Chastain	11135339	83.8%
523	2018	10	AE	\$700 - \$999	Northeast	Ohio	Monica Arnold	Monica Arnold	Janey Ames	1204941	17.1%
524	2018	10	AE	\$700 - \$999	Northeast	Ohio	Tara Melowic	Tara Melowic	Jim Post	1141662	62.6%
525	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Amanda Barnes	Amanda Barnes	Nick Darling	6023975	79.1%
526	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Gerard Pacifici	Gerard Pacifici	Jennifer Loonan	1123761	98.0%
527	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Gregory Franzone	Gregory Franzone	Tracy Cramer	6027672	110.5%
528	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Jill Doser	Jill Doser	Natasha Polito	1003166	105.4%
529	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Kathy Chilson	Kathy Chilson	Ron Nagy	1175962	91.7%
530	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Lauri Mee	Lauri Mee	Nick Darling	1003685	93.4%
531	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Lynne Spugnardi	Lynne Spugnardi	Doug Forster	6038125	78.8%
532	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Matthew Coleman	Matthew Coleman	Bill Bagley	1083975	100.8%
533	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Matthew Walters	Matthew Walters	Bonita Elias	1217697	122.8%
534	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Nichole French	Nichole French	Tara MacDonald	1227426	36.4%
535	2018	10	AE	\$700 - \$999	Northeast	Upstate NY / ME	Shea DeLola	Shea DeLola	Natasha Polito		
536	2018	10	AE	\$700 - \$999	South	Carolinas	Andrew Hatfield-O'Hern	Andrew Hatfield-O'Hern	Emily Zalacca	1191340	98.9%
537	2018	10	AE	\$700 - \$999	South	Carolinas	Becky Howorka	Becky Howorka	Rob Padgett	1042841	134.7%
538	2018	10	AE	\$700 - \$999	South	Carolinas	Chad Suggs	Chad Suggs	Darryl Heller	1523983	36.9%
539	2018	10	AE	\$700 - \$999	South	Carolinas	Charles Edwards	Charles Edwards	David McGee		
540	2018	10	AE	\$700 - \$999	South	Carolinas	Corey Peters Baysden	Corey Peters Baysden	Summer Hamdan	1138609	54.8%
541	2018	10	AE	\$700 - \$999	South	Carolinas	Craig Kuckens	Craig Kuckens	Darryl Heller	1515031	89.8%
542	2018	10	AE	\$700 - \$999	South	Carolinas	Donald West	Donald West	Emily Zalacca	1226801	121.9%
543	2018	10	AE	\$700 - \$999	South	Carolinas	Donna Treadway	Donna Treadway	Donna Hammett	1512308	85.4%
544	2018	10	AE	\$700 - \$999	South	Carolinas	Emily Moore	Emily Moore	David McGee	1188145	85.2%
545	2018	10	AE	\$700 - \$999	South	Carolinas	Gary Wilson	Gary Wilson	Stephanie Collins	1071279	40.6%
546	2018	10	AE	\$700 - \$999	South	Carolinas	Jeff Fries	Jeff Fries	Donna Hammett	1513021	99.5%
547	2018	10	AE	\$700 - \$999	South	Carolinas	Karim Ata	Karim Ata	Rob Padgett	1173398	110.5%
548	2018	10	AE	\$700 - \$999	South	Carolinas	Laurel Corley	Laurel Corley	Dody Yarbrough	1170111	113.9%
549	2018	10	AE	\$700 - \$999	South	Carolinas	Lisa Field	Lisa Field	Dody Yarbrough	6014294	96.5%
550	2018	10	AE	\$700 - \$999	South	Carolinas	Marodith Hamrick	Marodith Hamrick	Teresa Vause	1015233	123.6%
551	2018	10	AE	\$700 - \$999	South	Carolinas	Melissa Root	Melissa Root	Matt Livoti	1149469	59.3%
552	2018	10	AE	\$700 - \$999	South	Carolinas	Patrick Blalock	Patrick Blalock	Jody Walker Little	1527553	178.5%
553	2018	10	AE	\$700 - \$999	South	Carolinas	Rachel Butler	Rachel Butler	Roy Costner	1517525	76.4%
554	2018	10	AE	\$700 - \$999	South	Carolinas	Sally Peebles	Sally Peebles	Teresa Vause	1015540	57.0%
555	2018	10	AE	\$700 - \$999	South	Florida	Annette Bilyeu	Annette Bilyeu	John Fennessy	1504208	73.6%
556	2018	10	AE	\$700 - \$999	South	Florida	Ariel Turner	Ariel Turner	Norm Pytel	6009659	140.6%
557	2018	10	AE	\$700 - \$999	South	Florida	Catalina Botero	Catalina Botero	John Fennessy	1501812	111.1%
558	2018	10	AE	\$700 - \$999	South	Florida	Cathie Rock	Cathie Rock	Norm Pytel	1503047	111.0%
559	2018	10	AE	\$700 - \$999	South	Florida	Jennifer Makal	Jennifer Makal	Nick Puddicombe	1503095	73.5%
560	2018	10	AE	\$700 - \$999	South	Florida	Kelly Byrnes	Kelly Byrnes	John Fennessy	6010806	125.4%
561	2018	10	AE	\$700 - \$999	South	Florida	Kim Colarusso	Kim Colarusso	John Fennessy	6000901	118.2%
562	2018	10	AE	\$700 - \$999	South	Florida	Kip DeKalb	Kip DeKalb	Chris Kelley	6030171	36.0%
563	2018	10	AE	\$700 - \$999	South	Florida	Lisa Jones	Lisa Jones	Tom Sweat	1505807	63.6%
564	2018	10	AE	\$700 - \$999	South	Florida	Matthew Bailey	Matthew Bailey	John Fennessy	6008203	113.8%
565	2018	10	AE	\$700 - \$999	South	Florida	Neil Frandsen	Neil Frandsen	Kimberly Winters	1503312	160.3%
566	2018	10	AE	\$700 - \$999	South	Florida	Ray Mooney	Ray Mooney	Tom Sweat	1504544	110.9%
567	2018	10	AE	\$700 - \$999	South	Florida	Roy Tuttle	Roy Tuttle	Kimberly Winters	1022858	57.7%
568	2018	10	AE	\$700 - \$999	South	Florida	Scott Wood	Scott Wood	Paula Gaustad	6011971	23.7%
569	2018	10	AE	\$700 - \$999	South	Florida	Silvia Huber	Silvia Huber	Tom Sweat	6021662	169.8%
570	2018	10	AE	\$700 - \$999	South	Florida	Susan Elias	Susan Elias	Gary Tietjen	1536809	160.9%
571	2018	10	AE	\$700 - \$999	South	Florida	Tina Myers	Tina Myers	Norm Pytel	1503227	113.3%
572	2018	10	AE	\$700 - \$999	South	Southeast	Andrea Davis	Andrea Davis	Gene Hardy	1166672	110.2%
573	2018	10	AE	\$700 - \$999	South	Southeast	Cathy Hirbek	Cathy Hirbek	Scott Reed	1044815	30.6%
574	2018	10	AE	\$700 - \$999	South	Southeast	Christopher Weaver	Christopher Weaver	Todd Livingston	1511601	44.1%
575	2018	10	AE	\$700 - \$999	South	Southeast	Jennifer Tingle	Jennifer Tingle	George Robbins	1166293	162.3%
576	2018	10	AE	\$700 - \$999	South	Southeast	Jessica Davis	Jessica Davis	Mitch Fain		
577	2018	10	AE	\$700 - \$999	South	Southeast	Larry Glenn Ingram	Larry Glenn Ingram	John Moore	1511596	67.5%
578	2018	10	AE	\$700 - \$999	South	Southeast	Michael Koehler	Michael Koehler	Scott Reed	1522856	30.1%
579	2018	10	AE	\$700 - \$999	South	Southeast	Randy Jinks	Randy Jinks	Kevin Anderson	1516240	59.3%
580	2018	10	AE	\$700 - \$999	South	Southeast	Sarah Carter	Sarah Carter	Kevin Anderson	1518824	268.5%
581	2018	10	AE	\$700 - \$999	South	Southeast	Sarah Ory-Hyche	Sarah Ory-Hyche	Kevin Anderson	1520219	151.6%
582	2018	10	AE	\$700 - \$999	West	LA	Angel Fernandez	Angel Fernandez	Joshua Stratton	1179518	155.1%
583	2018	10	AE	\$700 - \$999	West	LA	Bonnie Droubay	Bonnie Droubay	John Krenzer	1037532	113.6%
584	2018	10	AE	\$700 - \$999	West	LA	Denise Boyd	Denise Boyd	Lance Lowrie	1103039	215.3%
585	2018	10	AE	\$700 - \$999	West	LA	Jeannine Selby	Jeannine Selby	Derek Eggers	1038353	179.9%
586	2018	10	AE	\$700 - \$999	West	LA	Jill Boyd	Jill Boyd	Joshua Stratton	1104975	102.9%
587	2018	10	AE	\$700 - \$999	West	LA	Joe August	Joe August	John Krenzer	1103464	112.2%
588	2018	10	AE	\$700 - \$999	West	LA	Ken Sorensen	Ken Sorensen	Derek Eggers	1174730	125.2%
589	2018	10	AE	\$700 - \$999	West	LA	Lynn Barclay	Lynn Barclay	Michelle Beauchamp	6038120	42.6%
590	2018	10	AE	\$700 - \$999	West	LA	Patricia Calderazzo	Patricia Calderazzo	Derek Eggers	1118095	66.2%
591	2018	10	AE	\$700 - \$999	West	LA	Ronnie Jones	Ronnie Jones	Mike Jaffe	1205326	117.4%
592	2018	10	AE	\$700 - \$999	West	LA	Samuel Demers	Samuel Demers	Helene Juceam	1216369	98.3%
593	2018	10	AE	\$700 - \$999	West	LA	Sara Allegro	Sara Allegro	Eugenia Mazzapica	6014439	78.6%
594	2018	10	AE	\$700 - \$999	West	LA	Sherryl Nelson-Cioffi	Sherryl Nelson-Cioffi	Mike Jaffe	1104897	130.7%
595	2018	10	AE	\$700 - \$999	West	LA	Thach Nguyen	Thach Nguyen	Lance Lowrie	6029043	125.7%
596	2018	10	AE	\$700 - \$999	West	Mountain States	Anna Pazderic	Anna Pazderic	Heath Corley	1521046	102.0%
597	2018	10	AE	\$700 - \$999	West	Pacific States	Akili Jones	Akili Jones	Michael Garcia	1228435	197.4%
598	2018	10	AE	\$700 - \$999	West	Pacific States	Cary Harrison	Cary Harrison	Christine Lyles Smith	1530013	83.2%
599	2018	10	AE	\$700 - \$999	West	Pacific States	Chalea Jennings	Chalea Jennings	Steve Frohrip	6032942	49.6%
600	2018	10	AE	\$700 - \$999	West	Pacific States	Chuck Boulet	Chuck Boulet	Donald Stone	1045922	93.8%
601	2018	10	AE	\$700 - \$999	West	Pacific States	Donna Pinto	Donna Pinto	Donald Stone	1502347	389.2%
602	2018	10	AE	\$700 - \$999	West	Pacific States	Kara Stoner	Kara Stoner	Michael Garcia	6025946	78.5%
603	2018	10	AE	\$700 - \$999	West	Pacific States	Melissa Mitchell	Melissa Mitchell	Christine Lyles Smith	1530046	111.7%
604	2018	10	AE	\$700 - \$999	West	Pacific States	Michael Stanley	Michael Stanley	Steve Frohrip	1520721	85.3%
605	2018	10	AE	\$700 - \$999	West	Pacific States	Mike Cushman	Mike Cushman	Donald Stone	1057705	105.5%
606	2018	10	AE	\$700 - \$999	West	Pacific States	Mitzi Coleman	Mitzi Coleman	Amber Aguirre	1511158	70.8%
607	2018	10	AE	\$700 - \$999	West	Pacific States	Traci Garvin	Traci Garvin	Jason Mitchell	1522018	65.7%
608	2018	10	AE	<\$450	Central	MidNorth	Andrew Harding	Andrew Harding	Joe DeBiak	1535211	45.9%
609	2018	10	AE	<\$450	Central	MidNorth	Andrew Philibeck	Andrew Philibeck	Todd Wery	6024757	80.2%
610	2018	10	AE	<\$450	Central	MidNorth	Brandon Buske	Brandon Buske			72.8%
611	2018	10	AE	<\$450	Central	MidNorth	Calvin Clark	Calvin Clark	Todd McNally	6027955	51.3%
612	2018	10	AE	<\$450	Central	MidNorth	Carrie Brown	Carrie Brown	Kristen Hall	6026617	164.8%
613	2018	10	AE	<\$450	Central	MidNorth	Chase Hines	Chase Hines	Bill Van Koevering	1530078	135.2%
614	2018	10	AE	<\$450	Central	MidNorth	Christine Klemmer	Christine Klemmer	Jan Letko	1200515	66.6%
615</											

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	% FY Rev vs First Look Goal
626	2018	10	AE	<\$450	Central	MidNorth	Josalyn Shaffer	Josalyn Shaffer	Jamie Miller	1512411	88.4%
627	2018	10	AE	<\$450	Central	MidNorth	Kara Finney	Kara Finney			47.0%
628	2018	10	AE	<\$450	Central	MidNorth	Keith Dupuis	Keith Dupuis	Joe Tessmer	6000307	84.1%
629	2018	10	AE	<\$450	Central	MidNorth	Keith Kubisiak	Keith Kubisiak	Joe Tessmer	6026859	63.0%
630	2018	10	AE	<\$450	Central	MidNorth	Laurie Folsom	Laurie Folsom	Peter Provost	1515757	99.9%
631	2018	10	AE	<\$450	Central	MidNorth	Lenard Harvey	Lenard Harvey	Ryan Krajewski	1516141	104.8%
632	2018	10	AE	<\$450	Central	MidNorth	Leslie Roth	Leslie Roth	John Merchlewitz	1509301	71.5%
633	2018	10	AE	<\$450	Central	MidNorth	Mistelle Gilbert	Mistelle Gilbert	Jamie Miller	1535215	81.0%
634	2018	10	AE	<\$450	Central	MidNorth	Molly Rombach	Molly Rombach	Todd McNally	1516223	127.8%
635	2018	10	AE	<\$450	Central	MidNorth	Morgan Maly	Morgan Maly	Tad Spading	1519926	121.3%
636	2018	10	AE	<\$450	Central	MidNorth	Rebecca Owen	Rebecca Owen	Todd McNally	1532707	209.1%
637	2018	10	AE	<\$450	Central	MidNorth	Ruth Bergsma	Ruth Bergsma	Jamie Miller	1514137	123.5%
638	2018	10	AE	<\$450	Central	MidNorth	Sharon Tanley	Sharon Tanley	Peter Provost	6011897	99.9%
639	2018	10	AE	<\$450	Central	MidNorth	Suzie Best	Suzie Best	Ryan Krajewski	1512479	89.7%
640	2018	10	AE	<\$450	Central	MidNorth	Taylor Smith	Taylor Smith			21.7%
641	2018	10	AE	<\$450	Central	MidNorth	Todd Kilgren	Todd Kilgren	Kedron Thomas	1531862	152.1%
642	2018	10	AE	<\$450	Central	MidNorth	Tom Mason	Tom Mason	John Merchlewitz	1518928	62.4%
643	2018	10	AE	<\$450	Central	MidNorth	Travis Kilpela	Travis Kilpela	Kedron Thomas	1525561	188.7%
644	2018	10	AE	<\$450	Central	MidWest	Barry Waggoner	Barry Waggoner	Carol Rudofski	1534967	113.8%
645	2018	10	AE	<\$450	Central	MidWest	Beverly Wallace	Beverly Wallace	Carol Rudofski	1208915	77.9%
646	2018	10	AE	<\$450	Central	MidWest	Cynthia New	Cynthia New	Kevin Noel	1510823	90.9%
647	2018	10	AE	<\$450	Central	MidWest	Doreen James	Doreen James	Pam Elston	1528122	153.8%
648	2018	10	AE	<\$450	Central	MidWest	Gloria Burns	Gloria Burns	Pam Elston	1528122	122.1%
649	2018	10	AE	<\$450	Central	MidWest	Joni Meese	Joni Meese	Bob Marr	1517450	114.3%
650	2018	10	AE	<\$450	Central	MidWest	Julie Kinnaman	Julie Kinnaman	Bob Marr	1515152	112.6%
651	2018	10	AE	<\$450	Central	MidWest	Kevin Carnes	Kevin Carnes	Bonnie Gallagher	1519409	89.4%
652	2018	10	AE	<\$450	Central	MidWest	Laurie Jackson	Laurie Jackson	Bob Marr	1527537	112.9%
653	2018	10	AE	<\$450	Central	MidWest	Lilly Jabr	Lilly Jabr	Carol Rudofski	1520463	84.1%
654	2018	10	AE	<\$450	Central	MidWest	Mikaela LaBorde	Mikaela Shybut	Mark Ross	1201467	78.5%
655	2018	10	AE	<\$450	Central	MidWest	Mike Skelton	Mike Skelton	Kevin Noel	6028895	101.4%
656	2018	10	AE	<\$450	Central	MidWest	Missy Nance	Missy Nance	Kevin Noel	6038986	77.4%
657	2018	10	AE	<\$450	Central	MidWest	Robin Spence	Robin Spence	Kevin Noel	1525066	157.6%
658	2018	10	AE	<\$450	Central	MidWest	Trisha O'Cheltree	Trisha O'Cheltree	Pam Elston	6009054	155.8%
659	2018	10	AE	<\$450	Central	Texas	Christie Wolin	Christie Wolin	Matt Ellis	6028528	27.7%
660	2018	10	AE	<\$450	Central	Texas	House Corpus Christi	House Corpus Christi	Michael Keesee		
661	2018	10	AE	<\$450	Central	Texas	Isidoro Diaz	Isidoro Diaz	Matt Ellis	1232879	141.1%
662	2018	10	AE	<\$450	Central	Texas	Maria Scott	Maria Scott	Sally Martinez	1053601	240.9%
663	2018	10	AE	<\$450	Central	Texas	Richard Sanchez	Richard Sanchez	Nathan McCray	6023969	4.2%
664	2018	10	AE	<\$450	Central	Texas	Vanessa Tena	Vanessa Tena	Raymond May	6007656	154.5%
665	2018	10	AE	<\$450	Northeast	New York	George Quintano	George Quintano	Derek Benedict	1236454	92.8%
666	2018	10	AE	<\$450	Northeast	New York	Jennifer Contino	Jennifer Contino	Derek Benedict	1239103	89.4%
667	2018	10	AE	<\$450	Northeast	New York	Ryan Campbell	Ryan Campbell	Jaime Morrison	6023272	78.5%
668	2018	10	AE	<\$450	Northeast	New York	Sara Hotop	Sara Hotop	Derek Benedict	1187278	142.9%
669	2018	10	AE	<\$450	Northeast	Ohio	Annette Hoeffel	Annette Hoeffel	Dino Gerdeman	6046610	
670	2018	10	AE	<\$450	Northeast	Ohio	Ashley Herberth	Ashley Herberth			0.5%
671	2018	10	AE	<\$450	Northeast	Ohio	Jason Berry	Jason Berry	Brenda Jasper	6009409	38.9%
672	2018	10	AE	<\$450	Northeast	Ohio	Jenna Rabideau	Jenna Rabideau	Brenda Jasper	1235475	116.6%
673	2018	10	AE	<\$450	Northeast	Ohio	Karen Schimmoller	Karen Schimmoller			
674	2018	10	AE	<\$450	Northeast	Ohio	Nancy Leskovec	Nancy Leskovec	Mark Chastain	6008615	80.0%
675	2018	10	AE	<\$450	Northeast	Ohio	Samuel Stolly	Samuel Stolly	Dino Gerdeman	1238581	71.2%
676	2018	10	AE	<\$450	Northeast	Ohio	Talaya Biddle	Talaya Biddle	Dino Gerdeman	1239809	74.6%
677	2018	10	AE	<\$450	Northeast	Upstate NY / ME	Amy Burnsworth	Amy Burnsworth	Katherine Drake Marhaver	1042152	97.9%
678	2018	10	AE	<\$450	Northeast	Upstate NY / ME	Brett Ravert	Brett Ravert	Ron Nagy	1002907	127.4%
679	2018	10	AE	<\$450	Northeast	Upstate NY / ME	Denisse Dirlam	Denisse Dirlam	Natasha Polito		0.5%
680	2018	10	AE	<\$450	Northeast	Upstate NY / ME	Elizabeth Hillard	Elizabeth Hillard	Bonita Elias	1218699	110.5%
681	2018	10	AE	<\$450	Northeast	Upstate NY / ME	Jacquelyn Kirch	Jacquelyn Kirch	Katherine Drake Marhaver	1235110	85.6%
682	2018	10	AE	<\$450	Northeast	Upstate NY / ME	Matthew Toomey	Matthew Toomey	Tracy Cramer	6021410	136.2%
683	2018	10	AE	<\$450	Northeast	Upstate NY / ME	Rodney Mahan	Rodney Mahan	Doug Forster	1000329	86.5%
684	2018	10	AE	<\$450	Northeast	Upstate NY / ME	Thomas McCormick	Thomas McCormick	Katherine Drake Marhaver	6021111	139.7%
685	2018	10	AE	<\$450	Northeast	Upstate NY / ME	Zachary Potter	Zachary Potter	Erin Duffy	1236880	64.6%
686	2018	10	AE	<\$450	South	Carolinas	Bill Scott	Bill Scott	Teresa Vause	1097513	99.4%
687	2018	10	AE	<\$450	South	Carolinas	Brandi Hudson	Brandi Hudson	Roy Costner	6015669	14.1%
688	2018	10	AE	<\$450	South	Carolinas	Deborah Nicholson	Deborah Nicholson	Summer Hamdan	6017128	68.7%
689	2018	10	AE	<\$450	South	Carolinas	Elizabeth Sorace	Elizabeth Sorace	Summer Hamdan	1219356	102.7%
690	2018	10	AE	<\$450	South	Carolinas	House Raleigh	House Raleigh	Jon Bloom		
691	2018	10	AE	<\$450	South	Carolinas	Ian Daley	Ian Daley	Darryl Heller	1525289	93.8%
692	2018	10	AE	<\$450	South	Carolinas	Jessica Pressly	Jessica Pressly	Summer Hamdan		2.5%
693	2018	10	AE	<\$450	South	Carolinas	John Putnam	John Putnam	Emily Zalacca	1523502	41.2%
694	2018	10	AE	<\$450	South	Carolinas	Open List Raleigh One	Open AE - Carolinas	Jon Bloom		
695	2018	10	AE	<\$450	South	Carolinas	Open List Wilmington	Open AE - Carolinas	Summer Hamdan		368.7%
696	2018	10	AE	<\$450	South	Carolinas	Patrick Kennedy	Patrick Kennedy	Emily Zalacca	1223683	141.4%
697	2018	10	AE	<\$450	South	Carolinas	Rob Nichols	Rob Nichols	Dwight Ardoin	1513427	99.1%
698	2018	10	AE	<\$450	South	Carolinas	Tangia Betterson	Tangia Betterson	Matt Livoti	1206709	197.3%
699	2018	10	AE	<\$450	South	Carolinas	Wendy Testerman	Wendy Testerman	Jody Walker Little	1520810	144.4%
700	2018	10	AE	<\$450	South	Florida	Gloria Thompson	Gloria Thompson	Tom Sweet	1502315	172.2%
701	2018	10	AE	<\$450	South	Florida	Jeffrey Rolon	Jeffrey Rolon	Tom Sweet	1008386	129.5%
702	2018	10	AE	<\$450	South	Florida	Shawn Turner	Shawn Turner	Paula Gaustad	6023527	77.9%
703	2018	10	AE	<\$450	South	Southeast	Billy Garrett	Billy Garrett	Jeff Fritz	1511843	59.4%
704	2018	10	AE	<\$450	South	Southeast	Brandi Wilson	Brandi Wilson	Kevin Kee	1510850	44.7%
705	2018	10	AE	<\$450	South	Southeast	Chris Letsinger	Chris Letsinger	Chris Munson	1517744	113.6%
706	2018	10	AE	<\$450	South	Southeast	Donna Webb-Arnold	Donna Webb-Arnold	Chris Munson	1517348	56.5%
707	2018	10	AE	<\$450	South	Southeast	House Kingsport I	House Kingsport I	John Payne		
708	2018	10	AE	<\$450	South	Southeast	James Taylor	James Taylor	John Moore	6039569	42.0%
709	2018	10	AE	<\$450	South	Southeast	Jennifer Harbuck	Jennifer Harbuck	John Moore	1533751	68.5%
710	2018	10	AE	<\$450	South	Southeast	Kassandra Horton	Kassandra Horton	Todd Livingston	1528665	16.9%
711	2018	10	AE	<\$450	South	Southeast	Kelli Stackhouse	Kelli Stackhouse	Mitch Fain	1166288	1.5%
712	2018	10	AE	<\$450	South	Southeast	Kelly Lytle	Kelly Lytle	Kevin Kee	1517748	48.1%
713	2018	10	AE	<\$450	South	Southeast	Kwanza Jones	Kwanza Jones	Brian McDowall	1537707	88.0%
714	2018	10	AE	<\$450	South	Southeast	Laurie Wright	Laurie Wright	Todd Livingston	1511602	81.1%
715	2018	10	AE	<\$450	South	Southeast	Michael Seavers	Michael Seavers	John Moore	1530160	139.2%
716	2018	10	AE	<\$450	South	Southeast	Penny Woods	Penny Woods	George Robbins	1198675	35.5%
717	2018	10	AE	<\$450	South	Southeast	Rusty Little III	Rusty Little III	John Payne	1520558	78.3%
718	2018	10	AE	<\$450	South	Southeast	Samantha Hydrick	Samantha Hydrick	Todd Livingston	1520850	48.4%
719	2018	10	AE	<\$450	South	Southeast	Stacey Lucas	Stacey Lucas	Brian McDowall	6046641	
720	2018	10	AE	<\$450	West	LA	Alejandro Cortez	Alejandro Cortez	Mike Jaffe	1204934	103.3%
721	2018	10	AE	<\$450	West	LA	Brenda Rodriguez	Brenda Rodriguez	Lonnie Ross	1147359	99.5%
722	2018	10	AE	<\$450	West	LA	Derek Swanier	Derek Swanier	Joe Flores	6021846	0.7%
723	2018	10	AE	<\$450	West	LA	Francesca Nichols	Francesca Nichols	Mike Jaffe	1179058	
724	2018	10	AE	<\$450	West	LA	Fred Earle	Fred Earle	Lonnie Ross	6017652	224.8%
725	2018	10	AE	<\$450	West	LA	Irene Imhof	Irene Imhof	Lonnie Ross	6014753	187.1%
726	2018	10	AE	<\$450	West	LA	Jill Longo	Jill Longo	Joe Flores	6018236	56.9%
727	2018	10	AE	<\$450	West	LA	John Smith	John Smith	Eugenia Mazzapica	1194303	2.9%
728	2018	10	AE	<\$450	West	LA	Jose Lozano	Jose Lozano	Derek Eggers	6027534	61.7%
729	2018	10	AE	<\$450	West	LA	Richard Negrete	Richard Negrete	Joshua Stratton	1179240	23.7%
730	2018	10	AE	<\$450	West	LA	Tiffany Ott	Tiffany Ott	Lonnie Ross	6014862	147.3%
731	2018	10	AE	<\$450	West	Mountain States	Jena Ingleby	Jena Ingleby	Todd Andrews	1521122	104.9%
732	2018	10	AE	<\$450	West	Mountain States	Laura Knight	Laura Knight	Heath Corley	6011525	11.6%
733	2018	10	AE	<\$450	West	Mountain States	Lucas Storey	Lucas Storey	Marcelle Jones	6008146	96.9%
734	2018	10	AE	<\$450	West	Mountain States	Mauri Larson	Mauri Larson	Todd Andrews	6026653	81.4%
735	2018	10	AE	<\$450	West	Mountain States	Michele Brown	Michele Brown	Todd Andrews	1521495	69.9%
736	2018	10	AE	<\$450	West	Mountain States	Ronald Nelson	Ronald Nelson	Grant Linnen	6041168	
737	2018	10	AE	<\$450	West	Mountain States	Shawn Nelson	Shawn Nelson	Marcelle Jones	6035750	97.5%
738	2018	10	AE	<\$450	West	Mountain States	Shelly Brush	Shelly Brush	Marcelle Jones	1535076	81.2%
739	2018	10	AE	<\$450	West	Mountain States	Shenandoah Milan	Shenandoah Milan	Heath Corley	6000631	101.2%
740	2018	10	AE	<\$450	West	Mountain States	Vicki Varia	Vicki Varia	Raymond May	1521350	62.2%
741	2018	10	AE	<\$450	West	Pacific States	Adam Feller	Adam Feller	Christine Lyles Smith	6036762	121.0%
742	2018	10	AE	<\$450	West	Pacific States	Amy Gargan	Amy Gargan	Gordon Galindo	6009439	10.7%
743	2018	10	AE	<\$450	West	Pacific States	Dominique Pacheco	Dominique Pacheco	Sherry Santana	6014067	83.3%
744	2018	10	AE	<\$450	West	Pacific States	Frank Filippi	Frank Filippi	Kendall Char	6029856	27.3%
745	2018										

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	% FY Rev vs First Look Goal
753	2018	10	LSM	LSM	Central	Texas	House San Antonio	Kristine Gomez	Kristine Gomez	1090540	26.5%
754	2018	10	LSM	LSM	Central	Texas	John Pedevilla	John Pedevilla	Tiffani Celli	1195998	
755	2018	10	LSM	LSM	Central	Texas	Kim Murray	Kim Murray	Chris Rometty	1138728	
756	2018	10	LSM	LSM	Central	Texas	Nathaniel McCray	Nathaniel McCray	Tom Parsons	1200839	
757	2018	10	LSM	LSM	Northeast	New York	House Staten Island	House Staten Island	Staten Island LSM	1198680	
758	2018	10	LSM	LSM	Northeast	New York	Jamie Morrison	Jamie Morrison	Chris Orr	1139290	9.2%
759	2018	10	LSM	LSM	Northeast	Ohio	Brenda Jasper	Brenda Jasper	Laurie Aquilina	1012522	
760	2018	10	LSM	LSM	Northeast	Ohio	House Clarksburg	Brenda Jasper	Brenda Jasper	1012522	
761	2018	10	LSM	LSM	Northeast	Ohio	House Independence	Janey Ames	Ben Bottini	1075294	
762	2018	10	LSM	LSM	Northeast	Ohio	House Lima	Dino Gerdeman	Dino Gerdeman	1020918	
763	2018	10	LSM	LSM	Northeast	Ohio	Kevin Tucker	Kevin Tucker	Laurie Aquilina	1130086	
764	2018	10	LSM	LSM	Northeast	Ohio	Mike Chase	Mike Chase	Ben Bottini	1151370	
765	2018	10	LSM	LSM	Northeast	Upstate NY / ME	House Syracuse	Erin Duffy	Erin Duffy	1145163	
766	2018	10	LSM	LSM	South	Carolinas	House Hickory 1	Jody Walker Little			
767	2018	10	LSM	LSM	South	Carolinas	Jody Walker Little	Jody Walker Little	Shawn Harris	1014305	
768	2018	10	LSM	LSM	South	Carolinas	Jon Bloom	Jon Bloom	John Shannon	1184947	
769	2018	10	LSM	LSM	South	Carolinas	Teresa Vause	Teresa Vause	Brett Grollier	1040219	
770	2018	10	LSM	LSM	South	Florida	House Orlando	Paula Gaustad			
771	2018	10	LSM	LSM	South	Southeast	Chadwick Collins	Chadwick Collins	Gary Jensen	1176762	
772	2018	10	LSM	LSM	South	Southeast	House Birmingham 5	Todd Livingston	Todd Livingston	1511597	
773	2018	10	LSM	LSM	South	Southeast	House Gene Hardy	Gene Hardy	Gene Hardy	1166317	
774	2018	10	LSM	LSM	South	Southeast	House Huntsville	Chris Munson			
775	2018	10	LSM	LSM	South	Southeast	House Louisville	Chadwick Collins			
776	2018	10	LSM	LSM	South	Southeast	House Mitch Fain	Mitch Fain	Gary Jensen	1166631	
777	2018	10	LSM	LSM	South	Southeast	Louisville Job Share	Mitch Fain			
778	2018	10	LSM	LSM	West	LA	House Ontario	Joseph Flores	Joseph Flores	1124998	
779	2018	10	LSM	LSM	West	Mountain States	House Grand Junction	House Grand Junction	Open LSM		
780	2018	10	LSM	LSM	West	Pacific States	House Hilo	Michael Garcia			
781	2018	10	LSM	LSM	West	Pacific States	House Maui	Kendall Char			