

AMAZING RESULTS

With such fantastic achievement for Q3 I wanted to share an update as to how we finished as a Region overall as well as key focus areas.

- **Q3 Consumption Finish For East Region (minus CPD but including credits):** \$8,594,768 129.7% to goal, **ABSOLUTELY AMAZING**, you managed through several disruptions and still found a way to provide the best service to our customers.
- **Region Results:** They held onto the very end in a tight race, but the **Midwest Region** came out on top finishing with 141.2% **WOOHOO!!**
- **CPD Results:** Sales since launch \$2,499. *We have work to do here, so let's start focusing on winning with one customer and expanding from there.*

Our Top Quota Achievers for Q3:

OCC	Achievement
Tara Buda	167.5%
Eric Wood	148.9%
Angie Podesta	148.2%

CPD Top 3 Sellers:

OCC	CPD Sales
Rosanna Delacruz	\$724
Eric Wood	\$476
Colleen Gnepper	\$302

Top Leaders in Peroxyl Sales: **Josh Cosentino** \$ 43,178, **Heidi Briggs** \$37,066 and **Christine Ochsner** \$36, 747

Top Leaders in PreviDent Sales: **Rory Berigan** \$216,003, **Mike Norcia** \$206,408 and **Heidi Briggs** \$205,213.

In summary, fantastic quarter given all the situations you have dealt with COVID, S4 Hana and the restructuring. You never gave up and your results clearly demonstrate your selling skills and commitment to the business recovery - a very well deserved **CONGRATULATIONS!!**

Regards,

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