



2014 Toothbrush Consumption

2014 Time Elapsed		2014 vs Last Year								
REP	NAME	2013 Actual	2014 Goal w/ 3.5% Growth	2013 to Date	YTD Goal w/ 3.5% Growth	2014 YTD	+/- LYTD	+/- Goal to Date	YTD % Chg vs LY	% to Goal
10503	Katie Vestal	\$ 482,826	\$ 499,724	\$ 156,967	\$ 162,461	\$ 144,464	\$ (12,503)	\$ (17,997)	-8.0%	88.9%
10504	Laura Day	\$ 416,826	\$ 431,415	\$ 119,291	\$ 123,466	\$ 127,507	\$ 8,216	\$ 4,040	6.9%	103.3%
10505	VACANT	\$ 436,580	\$ 451,860	\$ 136,830	\$ 141,619	\$ 124,504	\$ (12,326)	\$ (17,115)	-9.0%	87.9%
10506	VACANT	\$ 441,831	\$ 457,295	\$ 131,444	\$ 136,044	\$ 129,965	\$ (1,479)	\$ (6,079)	-1.1%	95.5%
10507	Diana Corbin	\$ 248,200	\$ 256,887	\$ 80,440	\$ 83,255	\$ 83,719	\$ 3,279	\$ 464	4.1%	100.6%
10508	Nia Kiggundu	\$ 443,585	\$ 459,110	\$ 142,625	\$ 147,617	\$ 140,822	\$ (1,803)	\$ (6,795)	-1.3%	95.4%
10509	Sharon Guide-Krivit	\$ 326,305	\$ 337,726	\$ 103,171	\$ 106,782	\$ 97,148	\$ (6,023)	\$ (9,634)	-5.8%	91.0%
105	Jessica Finan	\$ 3,581,021	\$ 3,706,356	\$ 1,123,376	\$ 1,162,694	\$ 1,060,462	\$ (62,913)	\$ (102,231)	-5.6%	91.2%
10601	Miller Chesnut	\$ 391,744	\$ 405,455	\$ 131,893	\$ 136,509	\$ 123,799	\$ (8,094)	\$ (12,710)	-6.1%	90.7%
10602	Sally Kopanski	\$ 443,029	\$ 458,535	\$ 137,783	\$ 142,605	\$ 131,291	\$ (6,492)	\$ (11,314)	-4.7%	92.1%
10603	Gavin Nieman	\$ 388,227	\$ 401,815	\$ 120,531	\$ 124,749	\$ 130,700	\$ 10,170	\$ 5,951	8.4%	104.8%
10604	Jamie Shelton	\$ 302,910	\$ 313,512	\$ 103,139	\$ 106,749	\$ 84,038	\$ (19,101)	\$ (22,711)	-18.5%	78.7%
10605	Christina Pfeffer	\$ 372,813	\$ 385,862	\$ 120,650	\$ 124,873	\$ 121,292	\$ 641	\$ (3,581)	0.5%	97.1%
10606	Brooke Walker	\$ 328,344	\$ 339,836	\$ 102,748	\$ 106,345	\$ 107,713	\$ 4,964	\$ 1,368	4.8%	101.3%
10607	Josh Wolfe	\$ 224,778	\$ 232,645	\$ 70,337	\$ 72,798	\$ 73,033	\$ 2,697	\$ 235	3.8%	100.3%
10608	Amy Matheme	\$ 388,661	\$ 402,264	\$ 115,635	\$ 119,682	\$ 119,937	\$ 4,302	\$ 255	3.7%	100.2%
10609	Angela Ford-Podesta	\$ 471,754	\$ 488,266	\$ 147,114	\$ 152,263	\$ 149,849	\$ 2,735	\$ (2,414)	1.9%	98.4%
106	John Miller	\$ 3,312,260	\$ 3,428,190	\$ 1,049,829	\$ 1,086,573	\$ 1,041,652	\$ (8,177)	\$ (44,921)	-0.8%	95.9%
10701	Donna Culley	\$ 447,221	\$ 462,873	\$ 145,193	\$ 150,275	\$ 144,625	\$ (568)	\$ (5,650)	-0.4%	96.2%
10702	Sandy Ogburn	\$ 389,600	\$ 403,235	\$ 132,384	\$ 137,017	\$ 126,362	\$ (6,022)	\$ (10,655)	-4.5%	92.2%
10703	Alicia Young	\$ 408,144	\$ 422,429	\$ 131,635	\$ 136,242	\$ 140,087	\$ 8,451	\$ 3,844	6.4%	102.8%
10704	Lisa Lindner	\$ 455,003	\$ 470,928	\$ 139,782	\$ 144,674	\$ 144,414	\$ 4,632	\$ (260)	3.3%	99.8%
10705	Roxanne Jones	\$ 310,670	\$ 321,543	\$ 94,016	\$ 97,307	\$ 107,607	\$ 13,591	\$ 10,301	14.5%	110.6%
10706	Judge McPhail	\$ 411,962	\$ 426,381	\$ 115,838	\$ 119,893	\$ 137,329	\$ 21,490	\$ 17,436	18.6%	114.5%
10707	Cenn Powell	\$ 390,079	\$ 403,732	\$ 122,157	\$ 126,433	\$ 141,103	\$ 18,946	\$ 14,670	15.5%	111.6%
10708	Mandy Rogers	\$ 370,170	\$ 383,126	\$ 106,565	\$ 110,294	\$ 121,253	\$ 14,689	\$ 10,959	13.8%	109.9%
107	Elizabeth Stafford	\$ 3,182,848	\$ 3,294,248	\$ 987,570	\$ 1,022,135	\$ 1,062,780	\$ 75,209	\$ 40,644	7.6%	104.0%
10801	Luisa Castillo	\$ 325,334	\$ 336,721	\$ 91,020	\$ 94,205	\$ 120,319	\$ 29,300	\$ 26,114	32.2%	127.7%
10802	Scott Thompson	\$ 286,736	\$ 296,772	\$ 93,502	\$ 96,774	\$ 91,480	\$ (2,022)	\$ (5,295)	-2.2%	94.5%
10803	Gina Harper	\$ 286,530	\$ 296,558	\$ 93,219	\$ 96,482	\$ 93,462	\$ 243	\$ (3,019)	0.3%	96.9%
10804	Denise Velazquez	\$ 245,186	\$ 253,768	\$ 81,847	\$ 84,712	\$ 79,953	\$ (1,894)	\$ (4,759)	-2.3%	94.4%
10805	Tania Hoffman	\$ 391,770	\$ 405,482	\$ 124,050	\$ 128,392	\$ 122,324	\$ (1,726)	\$ (6,068)	-1.4%	95.3%
10806	Krys Tetterton	\$ 407,546	\$ 421,810	\$ 134,960	\$ 139,683	\$ 128,526	\$ (6,433)	\$ (11,157)	-4.8%	92.0%
10807	Tina Strayer	\$ 395,579	\$ 409,424	\$ 122,766	\$ 127,063	\$ 125,352	\$ 2,586	\$ (1,711)	2.1%	98.7%
10808	Jodie Bacon	\$ 302,213	\$ 312,790	\$ 99,032	\$ 102,498	\$ 90,384	\$ (8,648)	\$ (12,114)	-8.7%	88.2%
10809	Ron Terrel	\$ 457,312	\$ 473,318	\$ 151,177	\$ 156,468	\$ 152,977	\$ 1,801	\$ (3,490)	1.2%	97.8%
108	Bill Kroll	\$ 3,098,205	\$ 3,206,642	\$ 991,572	\$ 1,026,277	\$ 1,004,778	\$ 13,206	\$ (21,499)	1.3%	97.9%
10901	Stephanie Smith	\$ 549,540	\$ 568,774	\$ 159,595	\$ 165,181	\$ 182,097	\$ 22,501	\$ 16,915	14.1%	110.2%
10902	Sheri Fluent	\$ 449,561	\$ 465,295	\$ 141,613	\$ 146,569	\$ 148,379	\$ 6,766	\$ 1,810	4.8%	101.2%
10903	Scott Williams	\$ 496,395	\$ 513,769	\$ 167,965	\$ 173,844	\$ 168,905	\$ 940	\$ (4,939)	0.6%	97.2%
10904	Clark Wyly	\$ 446,985	\$ 462,629	\$ 146,135	\$ 151,250	\$ 148,480	\$ 2,345	\$ (2,770)	1.6%	98.2%
10905	Stephanie West	\$ 315,881	\$ 326,937	\$ 97,998	\$ 101,428	\$ 100,950	\$ 2,952	\$ (478)	3.0%	99.5%
10906	Lisa Ballard	\$ 301,036	\$ 311,572	\$ 95,260	\$ 98,594	\$ 100,638	\$ 5,378	\$ 2,044	5.6%	102.1%
10907	Priscilla Henderson	\$ 550,519	\$ 569,787	\$ 183,414	\$ 189,833	\$ 175,978	\$ (7,435)	\$ (13,855)	-4.1%	92.7%
10908	Curtis Acres	\$ 378,109	\$ 391,342	\$ 114,177	\$ 118,174	\$ 114,507	\$ 330	\$ (3,667)	0.3%	96.9%
10909	Dontray Hyder	\$ 478,743	\$ 495,499	\$ 153,245	\$ 158,608	\$ 145,743	\$ (7,502)	\$ (12,865)	-4.9%	91.9%
10910	Erin Bailey	\$ 460,707	\$ 476,832	\$ 142,181	\$ 147,157	\$ 138,118	\$ (4,063)	\$ (9,039)	-2.9%	93.9%
109	Jerry Smith	\$ 4,427,475	\$ 4,582,437	\$ 1,401,584	\$ 1,450,640	\$ 1,423,796	\$ 22,212	\$ (26,844)	1.6%	98.1%
11001	Bethany Frake	\$ 311,848	\$ 322,763	\$ 100,113	\$ 103,617	\$ 99,659	\$ (455)	\$ (3,959)	-0.5%	96.2%
11002	Chad Alexander	\$ 301,252	\$ 311,796	\$ 90,415	\$ 93,579	\$ 95,418	\$ 5,003	\$ 1,838	5.5%	102.0%
11003	VACANT	\$ 326,308	\$ 337,728	\$ 102,647	\$ 106,240	\$ 104,351	\$ 1,704	\$ (1,889)	1.7%	98.2%
11004	Cheryl Goodman	\$ 350,663	\$ 362,936	\$ 108,375	\$ 112,168	\$ 111,947	\$ 3,571	\$ (222)	3.3%	99.8%
11005	Ryan Flory	\$ 461,642	\$ 477,799	\$ 137,100	\$ 141,899	\$ 143,157	\$ 6,057	\$ 1,258	4.4%	100.9%
11006	VACANT	\$ 324,925	\$ 336,297	\$ 103,526	\$ 107,150	\$ 99,216	\$ (4,310)	\$ (7,934)	-4.2%	92.6%
11007	Iris Frank	\$ 301,797	\$ 312,360	\$ 99,902	\$ 103,399	\$ 90,274	\$ (9,629)	\$ (13,125)	-9.6%	87.3%
11008	Michael McCallister	\$ 320,061	\$ 331,263	\$ 98,896	\$ 102,357	\$ 101,430	\$ 2,534	\$ (927)	2.6%	99.1%
11009	Susan Attig	\$ 370,374	\$ 383,337	\$ 122,524	\$ 126,812	\$ 112,391	\$ (10,132)	\$ (14,421)	-8.3%	88.6%
110	David Tartoni	\$ 3,068,868	\$ 3,176,279	\$ 963,499	\$ 997,221	\$ 957,842	\$ (5,657)	\$ (39,379)	-0.6%	96.1%
11101	Mike Norcia Jr.	\$ 411,517	\$ 425,920	\$ 124,626	\$ 128,988	\$ 134,746	\$ 10,120	\$ 5,758	8.1%	104.5%
11102	Tyler Smith	\$ 360,916	\$ 373,548	\$ 115,070	\$ 119,097	\$ 114,571	\$ (499)	\$ (4,527)	-0.4%	96.2%
11103	Fotios Efthaltsidis	\$ 392,734	\$ 406,480	\$ 120,040	\$ 124,242	\$ 112,937	\$ (7,103)	\$ (11,304)	-5.9%	90.9%
11104	Christine Ochsner	\$ 513,706	\$ 531,686	\$ 155,361	\$ 160,798	\$ 173,067	\$ 17,706	\$ 12,269	11.4%	107.6%
11105	Sandra MacLane	\$ 537,934	\$ 556,762	\$ 175,467	\$ 181,608	\$ 180,341	\$ 4,874	\$ (1,267)	2.8%	99.3%
11106	Cynthia Dubay	\$ 432,237	\$ 447,365	\$ 129,658	\$ 134,196	\$ 155,971	\$ 26,313	\$ 21,775	20.3%	116.2%
11107	Adria Hall	\$ 291,419	\$ 301,619	\$ 86,331	\$ 89,352	\$ 89,536	\$ 3,205	\$ 184	3.7%	100.2%
11108	Rhonda Gefell	\$ 226,499	\$ 234,426	\$ 77,548	\$ 80,262	\$ 73,394	\$ (4,154)	\$ (6,868)	-5.4%	91.4%
11109	Lisa Britton	\$ 252,417	\$ 261,251	\$ 78,225	\$ 80,963	\$ 75,057	\$ (3,168)	\$ (5,905)	-4.0%	92.7%
11110	James Kohn	\$ 311,284	\$ 322,179	\$ 96,630	\$ 100,012	\$ 92,114	\$ (4,517)	\$ (7,899)	-4.7%	92.1%
111	Sean Ginley	\$ 3,730,664	\$ 3,861,237	\$ 1,158,956	\$ 1,199,519	\$ 1,201,734	\$ 42,778	\$ 2,215	3.7%	100.2%
11201	Jeff Sedor	\$ 258,221	\$ 267,259	\$ 85,822	\$ 88,826	\$ 86,526	\$ 704	\$ (2,300)	0.8%	97.4%
11203	VACANT	\$ 211,769	\$ 219,181	\$ 72,100	\$ 74,623	\$ 66,610	\$ (5,489)	\$ (8,013)	-7.6%	89.3%
11204	Jayson Pastakia	\$ 180,783	\$ 187,110	\$ 54,153	\$ 56,048	\$ 72,605	\$ 18,452	\$ 16,557	34.1%	129.5%
11205	Karen Slanicka	\$ 339,687	\$ 351,576	\$ 100,163	\$ 103,669	\$ 99,617	\$ (546)	\$ (4,052)	-0.5%	96.1%
11206	David Kahn	\$ 272,221	\$ 281,749	\$ 88,006	\$ 91,087	\$ 77,219	\$ (10,787)	\$ (13,867)	-12.3%	84.8%
11207	Julia Serce	\$ 259,824	\$ 268,918	\$ 79,583	\$ 82,369	\$ 85,254	\$ 5,670	\$ 2,885	7.1%	103.5%
11208	Ourania Vlahopoulos	\$ 219,982	\$ 227,682	\$ 73,945	\$ 76,533	\$ 71,671	\$ (2,274)	\$ (4,862)	-3.1%	93.6%