

Data Last Updated	6/28/18
Current Quarter	Q2

Period Pace - 2018

NOTE: Coupon booster is added at the end of the Quarter!

		Profession	US				\$14,212,088	\$14,460,100	98.3%	
		Region Name	Region	Average Prior Rolling 4Q	Quota Target	Growth in \$ Sales	ACTUAL Invoiced Sales To Date	TARGET \$ To Date [Pro-Rated]	Period Pace	
Ship Days passed	40	Lee Lockhart	Northwest	101	\$ 2,181,866	\$ 2,252,094	\$ 70,227	\$ 1,389,659	\$ 1,407,559	98.7%
Ship Days Q2	64	Ellen Dimitro	Pacific	102	\$ 1,643,144	\$ 1,692,938	\$ 49,794	\$ 1,069,356	\$ 1,058,086	101.1%
Last Day of 2018	12/31/18	Sandra McCaskey	Southwest	103	\$ 2,324,906	\$ 2,380,564	\$ 55,659	\$ 1,444,238	\$ 1,487,853	97.1%
		John Miller	South Central	104	\$ 2,061,401	\$ 2,130,859	\$ 69,458	\$ 1,305,393	\$ 1,331,787	98.0%
		Bill Kroll	Atlantic	105	\$ 1,887,717	\$ 1,943,812	\$ 56,095	\$ 1,157,177	\$ 1,214,883	95.3%
		Jerry Smith	Southeast	106	\$ 2,376,372	\$ 2,431,442	\$ 55,070	\$ 1,521,613	\$ 1,519,651	100.1%
		Derrick Whitmore	Northeast	107	\$ 1,749,327	\$ 1,803,930	\$ 54,604	\$ 1,096,405	\$ 1,127,456	97.2%
		Sean Ginley	New England	108	\$ 2,648,523	\$ 2,737,763	\$ 89,240	\$ 1,653,404	\$ 1,711,102	96.6%
		Jhered Cusumano	Midwest	109	\$ 2,198,666	\$ 2,268,767	\$ 70,101	\$ 1,390,357	\$ 1,417,979	98.1%
		Pending 110	Pending LF	PEND	\$ 372,480	\$ 365,779	\$ (6,701)	\$ 239,598	\$ 228,612	104.8%
		Leah Forseth	North Central	110	\$ 1,504,466	\$ 1,555,158	\$ 50,692	\$ 950,017	\$ 971,973	97.7%
		Donna Ellis	Donna Ellis		\$ 12,475,406	\$ 12,831,710	\$ 356,304	\$ 7,887,436	\$ 8,019,819	98.3%
		Kate Parrish	Kate Parrish		\$ 8,100,981	\$ 8,365,618	\$ 264,637	\$ 5,090,182	\$ 5,228,511	97.4%
		Pending 101	Pending LF		\$ 372,480	\$ 365,779	\$ (6,701)	\$ 239,598	\$ 228,612	104.8%
		Oswaldo Rivera	Puerto Rico	12002	\$ 71,830	\$ 74,250	\$ 2,420	\$ 52,427	\$ 46,406	113.0%
		Hal Fordham - Outbound	White Out	120	\$ 299,539	\$ 309,632	\$ 10,093	\$ 175,367	\$ 193,520	90.6%
			Trade	US	\$ 7,139,185	\$ 7,250,000	\$ 110,815	\$ 4,865,708	\$ 4,531,250	107.4%
			Corporate Accounts	US	\$ 1,090,982	\$ 1,189,170	\$ 98,188	\$ 767,077	\$ 743,231	103.2%
			All Other	US	\$ 159,219	\$ 164,840	\$ 5,620	\$ 112,914	\$ 103,025	109.6%
Personnel Number	Global Colgate ID	OCC	Region	Territory	Average Prior Rolling 4Q	Quota Target	Growth in \$ Sales	ACTUAL Invoiced Sales To Date + Coupon Adjust	TARGET \$ To Date [Pro-Rated]	Period Pace
		Mike Norcia	108	10801	\$ 204,552	\$ 211,445	\$ 6,892	\$ 135,570	\$ 132,153	102.6%