Data Last Updated	6/28/18			
Current Quarter	Q2			

Period Pace - 2018

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Ship Days passed 40											
Region Region Region Region Region Region Guota Target Sales Date Pro-Rated Period Pace				Profession	US				\$14,212,088	\$14,460,100	98.3%
Ship Days 02 64 Ellen Dimitro Pacific 102 \$ 1,643,144 \$ 1,692,938 \$ 4,9784 \$ 1,069,356 \$ 1,058,066 101,138			• •			4Q	,	Sales	Date	[Pro-Rated]	Period Pace
Sandra McCaskey Southwest 103 \$ 2,334,996 \$ 2,380,564 \$ 55,659 \$ 1,444,238 \$ 1,487,853 97.1%		40				\$ 2,181,866					
John Miller South Central 104 \$ 2.061.401 \$ 2.130.859 \$ 69.488 \$ 1.305.393 \$ 1.331.787 98.0%		64		Pacific		\$ 1,643,144	\$ 1,692,938	\$ 49,794	\$ 1,069,356		
Bill Kroll	Last Day of 2018	12/31/18		Southwest		\$ 2,324,906	\$ 2,380,564	\$ 55,659	\$ 1,444,238	\$ 1,487,853	
Jerry Smith Southeast 106 \$ 2,376,372 \$ 2,431,442 \$ 55,070 \$ 1,521,613 \$ 1,519,651 100.1%			John Miller	South Central	104	\$ 2,061,401	\$ 2,130,859	\$ 69,458	\$ 1,305,393	\$ 1,331,787	98.0%
Derrick Whitmore Northeast 107 \$ 1,749,327 \$ 1,803,930 \$ \$4,604 \$ 1,096,405 \$ 1,127,456 97.2%			Bill Kroll	Atlantic		\$ 1,887,717	\$ 1,943,812	\$ 56,095	\$ 1,157,177	\$ 1,214,883	95.3%
Sean Ginley New England 108 \$ 2,648,523 \$ 2,737,763 \$ 89,240 \$ 1,653,404 \$ 1,711,102 96.6%				Southeast		\$ 2,376,372	\$ 2,431,442	\$ 55,070	\$ 1,521,613	\$ 1,519,651	
Jhered Cusumano			Derrick Whitmore	Northeast		\$ 1,749,327	\$ 1,803,930	\$ 54,604	\$ 1,096,405	\$ 1,127,456	97.2%
Pending 110			Sean Ginley	New England	108	\$ 2,648,523	\$ 2,737,763	\$ 89,240	\$ 1,653,404	\$ 1,711,102	96.6%
Leah Forseth North Central 110 \$ 1,504,466 \$ 1,555,158 \$ 50,692 \$ 950,017 \$ 971,973 97.7%			Jhered Cusumano	Midwest	109	\$ 2,198,666	\$ 2,268,767	\$ 70,101	\$ 1,390,357	\$ 1,417,979	98.1%
Donna Ellis Donna Ellis \$ 12,475,406 \$ 12,831,710 \$ 356,304 \$ 7,887,436 \$ 8,019,819 98.3%							\$ 365,779	\$ (6,701)			
Rate Parrish Kate Parrish \$ 8,100,981 \$ 8,365,618 \$ 264,637 \$ 5,090,182 \$ 5,228,511 97.4%			Leah Forseth	North Central	110	\$ 1,504,466	\$ 1,555,158	\$ 50,692	\$ 950,017	\$ 971,973	97.7%
Rate 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%			Donna Ellis	Donna Ellis		\$ 12,475,406	\$ 12,831,710	\$ 356,304	\$ 7,887,436	\$ 8,019,819	98.3%
Osvaldo Rivera						\$ 8,100,981	\$ 8,365,618	\$ 264,637	\$ 5,090,182	\$ 5,228,511	
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 \$ 54,531,250 107,4% Corporate Accounts US \$ 1,090,982 \$ 1,189,170 \$ 98,188 \$ 767,077 \$ 5743,231 103.2% All Other US \$ 159,219 \$ 164,840 \$ 5,620 \$ 112,914 \$ 5103,025 109,6% Personnel Global Colorate ID OCC Region Territory Average Prior Rolling Outs Terret Growth in \$ ACTUAL Invoiced Sales To TARGET \$ TO Date Person Page 1			Pending 101	Pending LF		\$ 372,480	\$ 365,779	\$ (6,701)	\$ 239,598	\$ 228,612	104.8%
Hal Fordham - Outbound White Out 120 \$ 299,539 \$ 309,632 \$ 10,093 \$ 175,367 \$ 193,520 90.6%		•									
Trade			Osvaldo Rivera	Puerto Rico	12002	\$ 71,830	\$ 74,250	\$ 2,420	\$ 52,427	\$ 46,406	113.0%
Corporate Accounts US \$ 1,090,982 \$ 1,189,170 \$ 98,188 \$767,077 \$743,231 103.2%			Hal Fordham - Outbound	White Out	120	\$ 299,539	\$ 309,632	\$ 10,093	\$ 175,367	\$ 193,520	90.6%
Corporate Accounts US \$ 1,090,982 \$ 1,189,170 \$ 98,188 \$767,077 \$ 5743,231 103.2%				•							
All Other US \$ 159,219 \$ 164,840 \$ 5,620 \$112,914 \$103,025 109.6%				Trade	US	\$ 7,139,185	\$ 7,250,000	\$ 110,815	\$4,865,708	\$4,531,250	107.4%
Personnel Global Colorate ID OCC Region Territory Average Prior Rolling Quota Terret Growth in \$ ACTUAL Invoiced Sales To TARGET \$ To Date Period Page				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%
									•	•	
Number Sales Date + Coupon Adjust [Pro-Rated]	Personnel Number	Global Colgate ID	осс	Region	Territory	Average Prior Rolling 4Q	Quota Target	Growth in \$	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%			Mike Norcia	108	10801	\$ 204,552	\$ 211,445	\$ 6,892		\$ 132,153	102.6%