

Data Last Updated: 9/30/20 *UPDATE date to last available data date
 Current Quarter: Q3

											Total (Prof + CPD)	Pace	Credits	Total	Final Pace					
Prof. (PP + MM + EDSO + AO)		US	\$	23,248,695	\$	18,914,736	\$	(4,333,959)	\$	24,343,805	\$	18,914,736	128.7%	\$	64,306	\$	24,290,905	128.4%		
Field (PP & MM)		US	\$	\$21,442,051	\$	\$17,328,743	\$	-\$4,113,308	\$	\$22,545,941	\$	\$17,328,743	130.1%	\$	\$22,557,348	\$	\$22,544,661	130.1%		
											Total (Prof + CPD)	Pace	Credits	Total	Final Pace					
Regional Manager	Region Name	Region		Rolling 4Q	Quota Target	Growth in \$ Sales	ACTUAL Invoiced Sales To Date	TARGET \$ To Date [Pro-Rated]	Period Pace	CPD	Total (Prof + CPD)	Pace	Credits	Total	Final Pace					
Ship Days passed	64	Lee Lockhart	Northwest	101	\$	2,471,582	\$	1,961,604	\$	(509,978)	\$	2,713,108	\$	1,961,604	138.3%	\$	1,753	\$	2,714,861	138.4%
Ship Days Q	64	Ellen Dimitro	Pacific	102	\$	1,704,602	\$	1,457,141	\$	(247,462)	\$	1,772,126	\$	1,457,141	121.6%	\$	738	\$	1,772,864	121.6%
Last Day of the Year	12/31/20	Sandra McCaskey	Southwest	103	\$	1,994,968	\$	1,677,639	\$	(317,349)	\$	2,011,630	\$	1,677,639	119.9%	\$	473	\$	2,012,103	119.9%
		John Miller	South Central	104	\$	2,080,078	\$	1,638,949	\$	(441,129)	\$	2,252,870	\$	1,638,949	135.0%	\$	1,067	\$	2,253,937	135.0%
		Bill Kroll	Atlantic	105	\$	1,914,361	\$	1,595,291	\$	(319,070)	\$	1,949,371	\$	1,595,291	122.2%	\$	4,119	\$	1,953,490	122.5%
		Jerry Smith	Southeast	106	\$	2,388,101	\$	1,856,917	\$	(531,184)	\$	2,595,162	\$	1,856,917	139.8%	\$	758	\$	2,595,920	139.8%
		Derrick Whitmore	Northeast	107	\$	1,849,856	\$	1,509,189	\$	(340,667)	\$	1,766,417	\$	1,509,189	117.0%	\$	1,027	\$	1,767,444	117.1%
		Suan Givley	New England	108	\$	2,701,538	\$	2,168,856	\$	(532,681)	\$	2,708,894	\$	2,168,856	124.9%	\$	216	\$	2,709,110	124.9%
		Jhered Cusumano	Midwest	109	\$	2,016,600	\$	1,576,236	\$	(440,364)	\$	2,225,783	\$	1,576,236	141.2%	\$	890	\$	2,226,673	141.3%
		Leah Forseth	North Central	110	\$	1,689,831	\$	1,371,979	\$	(317,852)	\$	1,899,405	\$	1,371,979	138.4%	\$	366	\$	1,899,771	138.5%
											Total (Prof + CPD)	Pace	Credits	Total	Final Pace					
		Donna Ellis	Donna Ellis		\$	12,553,712	\$	10,217,540	\$	(2,336,171)	\$	13,294,267	\$	10,217,540	130.1%	\$	8,908	\$	13,303,175	130.2%
		Kate Parrish	Kate Parrish		\$	8,257,826	\$	6,626,261	\$	(1,631,565)	\$	8,600,498	\$	6,626,261	129.8%	\$	2,499	\$	8,602,997	129.8%
		Osvaldo Rivera	Puerto Rico	12002	\$	75,748	\$	66,913	\$	(8,835)	\$	44,398	\$	66,913	66.4%	\$	-	\$	-	-
		Hal Fordham - Outbound	White Out	120	\$	554,766	\$	418,029	\$	(136,737)	\$	606,777	\$	418,029	145.2%	\$	-	\$	-	-
											Total (Prof + CPD)	Pace	Credits	Total	Final Pace					
		Trade	US	\$	8,768,229	\$	6,050,000	\$	(2,718,229)	\$	\$7,275,812	\$	6,050,000	120.3%				\$	1,636,220	120.0%
		Corporate Accounts	US	\$	1,634,577	\$	1,363,605	\$	(270,972)	\$	\$1,636,220	\$	1,363,605	120.0%				\$	161,644	72.7%
		All Other	US	\$	172,066	\$	222,388	\$	50,322	\$	\$161,644	\$	222,388	72.7%				\$	159,370	71.7%
Personnel Number	Global Colgate ID	OCC	Region	Territory	Rolling 4Q	Quota Target	Growth in \$ Sales	ACTUAL Invoiced Sales To Date	TARGET \$ To Date [Pro-Rated]	Period Pace	CPD	Total (Prof + CPD)	Pace	Credits	Total	Final Pace				
		Mike Norcia	108	USP801	\$	206,520	\$	169,247	\$	(37,273)	\$	218,852	\$	169,247	129.3%	\$	3.00	\$	218,855	129.3%