



January 2004 DSS YTD Ranking Report

Current Overall B2B Rank	Rank within Region	Rank within VP/GM Market	Account Executive Name	Region	VP/GM Market	YTD Attainment	YTD Quota	Percent of YTD Attainment
						Data	Data	Data
1	1	1	Litvak, Marc	West	IN / OH / MI	979.10	75.00	1305%
2	1	1	Peters, Adrian	East	Carolinas	205.00	55.00	373%
3	2	1	Gallagher, Kelly	East	New York City	196.00	58.00	338%
4	3	2	Sanger, Lisa	East	New York City	227.00	68.00	334%
5	4	1	Macalindong, Ben	East	North Florida	128.00	45.00	284%
6	5	1	Stephenson, Peter	East	Philadelphia	99.00	40.00	248%
7	2	1	Siart, Jack	West	Los Angeles	184.00	75.00	245%
8	6	1	Harris, David	East	Washington, DC	377.00	160.00	236%
9	3	1	Jackson, Keith	West	Kansas/Missouri	91.00	45.00	202%
10	4	1	Campisano, David	West	San Francisco	93.00	50.00	186%
11	5	1	Collins, Michael	West	Chicago / WI	144.00	80.00	180%
12	7	2	Hartwig, Michael	East	North Florida	80.00	45.00	178%
13	8	2	Tengstrom, John	East	Washington, DC	253.00	145.00	174%
14	9	2	Zelinske, Mark	East	Philadelphia	340.00	200.00	170%
15	10	3	Agnew, Scott	East	Washington, DC	118.00	70.00	169%
16	11	1	Waldo, Todd	East	New England	259.00	164.00	158%
17	6	2	Ferrarini, Larry	West	Chicago / WI	110.00	80.00	138%
18	7	1	Miller, Bradley	West	Oklahoma/Arkansas	99.00	75.00	132%
18	7	2	Cunningham, Jr, William	West	Los Angeles	99.00	75.00	132%
18	7	2	Kertz, Victoria	West	Los Angeles	99.00	75.00	132%
18	7	2	Sherwood, Gwendolyn	West	Los Angeles	99.00	75.00	132%
19	12	1	Woods, Kristen	East	Alabama/Mississippi/Louisiana	57.00	45.00	127%
20	8	2	McCreary, Martin	West	San Francisco	63.00	50.00	126%
21	9	1	Locchi, Don	West	Northwest Texas	85.00	68.00	125%
22	13	2	Smith, Freddie	East	Alabama/Mississippi/Louisiana	54.00	45.00	120%
23	14	1	Maier, Doug	East	Tennessee/Kentucky	70.00	60.00	117%
24	10	2	Derenger, Gordon	West	IN / OH / MI	94.00	81.00	116%
25	15	2	Foust, Keith	East	Tennessee/Kentucky	69.00	60.00	115%
26	16	1	O'Donnel, Vicky	East	Upstate New York	51.00	45.00	113%
27	17	1	Tarica, Mark	East	Georgia	266.00	240.00	111%
28	18	3	Sorrentino, Kimberly	East	Tennessee/Kentucky	55.00	50.00	110%
28	18	2	Hendrickson, Edward	East	Carolinas	110.00	100.00	110%
29	11	3	Keller, Roger	West	IN / OH / MI	78.00	75.00	104%
30	12	3	McClowry, Thomas	West	Chicago / WI	71.00	70.00	101%
31	19	3	Metcalfe, Russ	East	Carolinas	55.00	55.00	100%
31	19	2	Cooke, Bill	East	New England	60.00	60.00	100%
32	13	2	Mancuso, Brian	West	Kansas/Missouri	44.00	45.00	98%
33	14	3	Furie, Bradley	West	Los Angeles	73.00	75.00	97%
34	15	3	Farley, Kevin	West	San Francisco	48.00	50.00	96%
35	20	3	Giannetta, Al	East	New England	150.00	163.00	92%
36	16	2	Gautney, Michelle	West	Northwest Texas	62.00	68.00	91%
36	21	4	Parker, William	East	Carolinas	41.00	45.00	91%
37	22	3	Profit, Susan	East	Philadelphia	25.77	28.64	90%
38	17	4	Kason, Sam	West	Los Angeles	67.00	75.00	89%
39	18	1	Hasan, Shiraz	West	South Texas	66.00	80.00	83%
39	18	4	Reed, Chris	West	IN / OH / MI	62.00	75.00	83%
40	23	1	Corral, John	East	South Florida	89.00	110.00	81%
41	24	4	Dorchester, Byron	East	New England	119.00	155.00	77%
42	19	4	O'Kennedy, Joshua	West	San Francisco	218.00	300.00	73%
43	20	3	Balliett, Kelly	West	Northwest Texas	55.00	76.00	72%
44	25	2	Karwoski, Adam	East	Georgia	148.00	210.00	70%
45	26	4	Campion, James	East	Philadelphia	27.00	40.00	68%
46	21	5	Wharton, Denise	West	San Francisco	33.00	50.00	66%
47	27	5	Shelton, Suzy	East	Carolinas	16.00	25.00	64%

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48	25	4	Furie, Bradley	West	Los Angeles	18.00	75.00	61%
49	26	3	Dobson, Mathew	West	South Texas	48.00	75.00	60%
50	27	5	Kason, Sam	West	Los Angeles	18.00	75.00	57%
51	28	5	Kast, Lawrence	West	Chicago/WI	43.00	70.00	55%
52	26	4	Dorchester, Byron	East	New England	48.00	155.00	54%
53	27	6	Shelton, Suzy	East	Carolinas	2.25	11.25	50%
54	28	2	Serianni, Sam	East	Upstate New York	16.50	33.75	49%
55	29	3	Quartararo, Kathleen	East	Upstate New York	22.00	45.00	48%
56	30	2	Rivera, Ruben	East	South Florida	65.00	110.00	44%
57	29	6	Fahey, James	West	Chicago/WI	19.00	55.00	42%
58	31	4	Kern, Thomas	East	Washington, DC	62.00	175.00	40%
59	32	3	Blanchard, Gregg	East	South Florida	30.00	110.00	39%
60	30	1	Wintz, Ted	West	San Diego	37.00	90.00	31%
60	30	5	Powell, James	West	IN/OH/MI	22.80	48.60	31%
61	33	5	Schweppe, Kersten	East	New England	64.00	128.00	28%
62	34	6	Dray, Ryan	East	New England	45.00	150.00	26%
63	31	2	Scully, Keri	West	San Diego	17.00	90.00	24%
64	35	3	DeVito, William	East	New York City	44.00	115.00	23%
64	32	6	Fitzgerald, Gregory	West	IN/OH/MI	34.00	75.00	23%
65	33	4	Contreras, Leticia	West	South Texas	15.00	50.00	22%
65	33	7	Bess, Theodore	West	IN/OH/MI	14.00	50.00	22%
65	36	3	O'Bryan, Susan	East	Georgia	14.00	75.00	22%
66	34	5	Gonzalez, Myriam	West	South Texas	26.00	95.00	19%
67	35	7	Orlow, Tania	West	Chicago/WI	14.00	80.00	15%
68	36	6	Stephens, Angus	West	South Texas	10.00	50.00	14%
68	36	1	Clein, Thomas	West	Seattle	29.00	210.00	14%
69	37	6	Preston, Michael	West	Los Angeles	1.00	75.00	12%
70	37	1	Rodriguez, Hector	East	Puerto Rico	12.00	175.00	7%

* Based upon Percent of Monthly Attainment