

From: Braun, Andrea
Sent: Monday, December 8, 2003 12:49 PM
To: Bulger, Patrick; Morrison, Jacqueline; Barba, Jean Paul; Dittbenner, Michael; BeDan, Andrea; Ciampi, Louis; Mears, Denise; Lawson, Christine
Cc: File, Jeff; Nikolaus, Matthew; Santens, Jill; DeWildt, Charles; Wetherholt, Michael
Subject: October Numbers

Dear Southwest Sensationals,

October numbers are in and what a great month we had!

Even though October was a 4 week month, our numbers came in strong with most of you at or exceeding quota. Many of you are on your way to making some big money in 4th quarter!

Most notably is Patrick Bulger with an outstanding 38% and 35% to quota. Michael is also showing a strong trend with 34% and 33% to quota. Andrea, Christine and Jean Paul are right on track and with a little more business, Jackie, Denise and Lou will hit target too.

All in all, I appreciate your efforts out there and look forward to a very strong close in December. Andrea

Data	Representative	Oct-03	Q4 To Date	Quota	% Quota	\$ Needed
TM	Jacqueline Morrison	404,638	404,638	\$1,403,026	29%	\$998,388
TM	Patrick Bulger	411,700	411,700	\$1,089,091	38%	\$677,391
TM	Christine Lawson	254,722	254,722	\$766,245	33%	\$511,522
TM	Andrea BeDan	729,653	729,653	\$2,193,920	33%	\$1,464,268
TM	Jean Paul Barba	243,136	243,136	\$751,945	32%	\$508,810
TM	Michael Dittbenner	557,178	557,178	\$1,660,509	34%	\$1,103,331
TM	Denise Mears	594,736	594,736	\$2,085,583	29%	\$1,490,847
TM	Louis Ciampi	452,293	452,293	\$1,512,078	30%	\$1,059,785
DDD	Jacqueline Morrison	497,381	497,381	\$1,797,044	28%	\$1,299,663
DDD	Patrick Bulger	432,430	432,430	\$1,227,151	35%	\$794,721
DDD	Christine Lawson	260,551	260,551	\$978,395	27%	\$717,845
DDD	Andrea BeDan	764,615	764,615	\$2,691,562	28%	\$1,926,947
DDD	Jean Paul Barba	286,643	286,643	\$1,053,776	27%	\$767,132
DDD	Michael Dittbenner	616,984	616,984	\$1,866,254	33%	\$1,249,270
DDD	Denise Mears	502,245	502,245	\$2,082,368	24%	\$1,580,123
DDD	Louis Ciampi	684,836	684,836	\$2,519,204	27%	\$1,834,368

Andrea Braun
Area Manager-San Diego District

