



KADIAN National Sales Meeting Orlando, Florida January 9-11, 2011

Awards Banquet

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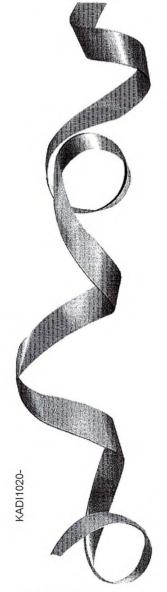


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2011 Sales Awards

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2011 Sales Recognition: Trimester Sales Awards



- Trimester Performance Awards
 - Top 2 ABMs per region as measured by percent to plan for each trimester
 - Top Region as measured by percent to plan



2011 Sales Recognition: Annual Awards



- Peer Recognition Award
 - One award per region
- Presidents Club
 - Top 2 ABMs per region as measured by percent to plan for full year 2011
- Region of the Year
 - Awarded to RBD

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Highest Percent to Plan 2009

Measurement Criteria/Eligibility: T2 and T3 Results Combined



Highest Percent to Plan 2009: East Region



Ashton Holland

• 101.8% Attainment



Highest Percent to Plan 2009: West Region

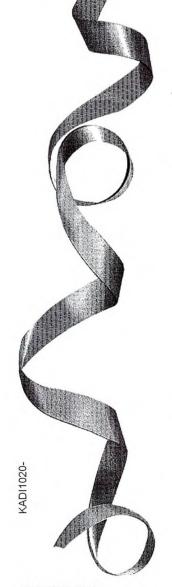


-Cyndy Rastovski

• 105.7% Attainment

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Highest Percent to Plan for First Half 2010

Measurement Criteria/Eligibility: T1 and May-June Results Combined



Highest percent to Plan First Half 2010: East Region

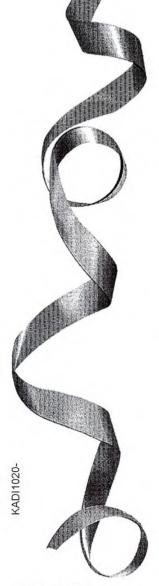


Kirk Rittenberry

• 109.1% Attainment

John D'Angelo

• 110.1% Attainment



Highest percent to Plan First Half 2010: West Region



-Cyndy Rastovski

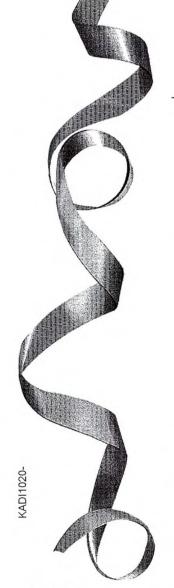
• 104.3% Attainment

Robin Hagy

• 108.6% Attainment

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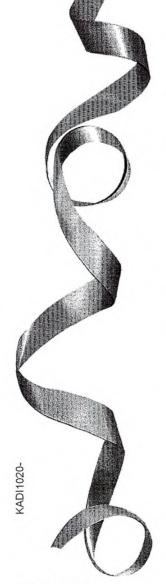


Highest percent to plan for Q3 2010

Measurement Criteria/Eligibility:
ABMs eligible who were hired prior to
August 30, 2010

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Highest percent to Plan for Q3 2010: East Region



John D'Angelo

• 103.0% Attainment

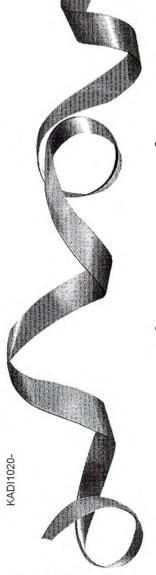
Ashli Kelly

• 104.6% Attainment

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Highest percent to Plan for Q3 2010: West Region



Lydia Liedel

• 107.5% Attainment

Ray Douglas

• 111.0% Attainment

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Rookie Impact Performer Oct-Nov 2010 vs. Aug-Sept 2010

Measurement Criteria/Eligibility:
Based on highest dollar growth percentage
Eligible ABMs hired after July 31, 2010

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Rookie Impact Performer West Region



- Erin Koschwanez

• 10.9 % Dollar Growth

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Rookie Impact Performer Mid-West Region



-Heemal Bazaz

• 5.3 % Dollar Growth

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Rookie Impact Performer Gulf Coast Region



-Lauren Curtis

• 0.6 % Dollar Growth

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Rookie Impact Performer Atlantic Region



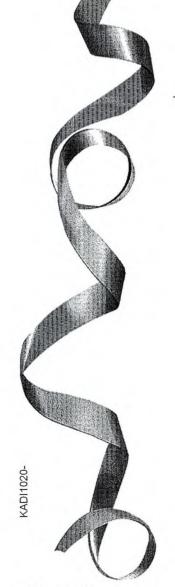
-Guy Ragona

• 8.3 % Dollar Growth

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2010 Area Business Manager of the Year

To Be Awarded After December Results Determined

Measurement Criteria:

-% to Plan

-Tenure (hired before April 2010)

-Team Contribution

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Region Level: Highest Percent to Plan T2 2009-Sep 2010

Measurement Criteria/Eligibility: T2-T3 2009, Jan-Sep 2010 results combined

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Region Level: Highest Percent to Plan



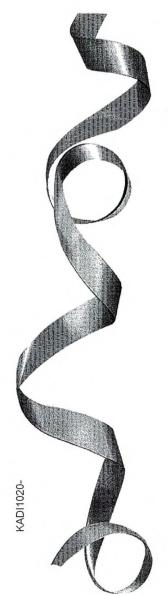
West Region:

-Mark Killion

• 100.7% Attainment

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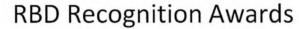
RBD Recognition

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- -Chris Hepp
- -Mark Killion
- -Mike Shepherd
- -Patrick McClanahan

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