

# COSTAR - STACK RANKING

SEPT 08

I was #1 in the national stack ranking after just 8 months at COSTAR

#1\*  
111  
Total  
Acct.  
Mgrs.

AE	Region	Manager	Market	Eligible Months			Weighted Rank	Net Sales					True Gross			
				Eligible Months	Tier	Quota		12-Month Net Avg.	% of Quota	3-Month Net Avg.	% of Quota	Rank	3-Month True Gross Avg	% of Quota	Rank	True Gross
Lombardo, Vince	Midwest	Horrigan	Cleveland	8	5	\$ 845	16	\$ 1,301	154%	\$ 1,902	225%	7	\$ 2,079	246%	8	\$ 2,142
Holz, Madeline	South	Lowy	Jacksonville	23	5	\$ 939	18	\$ 1,492	159%	\$ 2,702	288%	4	\$ 2,809	299%	4	\$ 6,179
Forrest, Tod	South	Rizzo	Greenville	19	5	\$ 939	23	\$ 1,322	141%	\$ 1,311	140%	22	\$ 1,300	138%	30	\$ 2,304
Hill, Ryan	South	Rizzo	Atlanta	13	3	\$ 1,448	24	\$ 582	40%	\$ 1,621	112%	30	\$ 1,991	138%	32	\$ 717
Emilo, Jason	Northeast	Karmilowicz	DC	5	1	\$ 1,539	25	\$ 1,595	104%	\$ 2,288	149%	15	\$ 2,742	178%	18	\$ 2,421
Spears, Vallerie	North	Wortham	Houston	21	2	\$ 1,877	25	\$ 2,647	141%	\$ 2,166	115%	29	\$ 2,397	128%	39	\$ 1,661
Lewis, Jay	South	Crump	Greensboro	8	5	\$ 845	25	\$ 1,166	138%	\$ 1,232	146%	18	\$ 1,392	165%	22	\$ 1,337
Coleman, Paul	Northeast	Karmilowicz	DC	3	1	\$ 905	26	\$ 1,310	145%	\$ 1,310	145%	19	\$ 1,435	159%	23	\$ 2,347
Havasy, Fred	South	Crump	Raleigh	8	5	\$ 939	27	\$ 1,815	193%	\$ 1,758	187%	11	\$ 2,196	234%	10	\$ 4,449
Collins, Brendan	Northeast	Itz	New York	49	1	\$ 2,012	27	\$ 2,168	108%	\$ 3,818	190%	10	\$ 4,799	239%	9	\$ 5,321
Kelly, Susan	South	Lowy	South Florida	63	2	\$ 2,065	27	\$ 291	14%	\$ 2,774	134%	24	\$ 3,882	188%	15	\$ 4,810
Moyer, David	South	Crump	FL Panhandle	13	6	\$ 671	27	\$ 1,216	181%	\$ 1,362	203%	9	\$ 1,451	216%	12	\$ 2,488
Murphy, Mike	West	Watson	Los Angeles	1	1	\$ 362	27	\$ 1,746	482%	\$ 3,049	842%	1	\$ 1,164	321%	3	\$ 1,164
O'Connor, Brian	Northeast	Ruddy	Connecticut	17	4	\$ 1,086	28	\$ 706	65%	\$ 1,617	149%	14	\$ 1,940	179%	17	\$ 1,784
Lutz, Charles	Midwest	Ruzkowski	Chicago	21	1	\$ 1,810	30	\$ 1,065	59%	\$ 1,850	102%	34	\$ 1,440	80%	75	\$ 1,249
Davidson, Brent	West	Watson	NBS	12	6	\$ 1,000	31	\$ 1,201	120%	\$ 1,405	141%	21	\$ 1,402	140%	28	\$ 289
Sherry, Mark	Midwest	Horrigan	Cleveland/Toledo	17	5	\$ 845	33	\$ 553	65%	\$ 545	64%	49	\$ 1,281	152%	25	\$ 793
Trainor, Jim	Northeast	Karmilowicz	DC	98	1	\$ 2,313	35	\$ 2,132	92%	\$ 1,709	74%	44	\$ 3,185	138%	31	\$ 1,698
Brandt, Edward	Northeast	Ruddy	Connecticut	13	3	\$ 1,448	36	\$ 1,525	105%	\$ 3,011	208%	8	\$ 3,025	209%	14	\$ 3,782
Bauer, Justin	South	Lowy	Tampa	1	2	\$ 338	36	\$ 1,103	326%	\$ 1,577	466%	2	\$ 1,712	507%	1	\$ 1,712
Friedman, Brian	West	Wallen	Inland Empire	15	3	\$ 1,448	36	\$ 920	64%	\$ 2,144	148%	16	\$ 3,263	225%	11	\$ 5,672
Ingoglia, Mike	Northeast	Taitz	New Jersey	63	1	\$ 2,012	37	\$ 1,134	56%	\$ 525	26%	68	\$ 2,851	142%	27	\$ 2,920
Dougherty, Mark	Northeast	Taitz	NBS	98	1	\$ 3,000	37	\$ 4,662	155%	\$ 8,233	274%	5	\$ 8,233	274%	6	\$ 14,023
Davies, Ken	Northeast	Taitz	NBS	45	3	\$ 2,150	38	\$ 2,177	101%	\$ 2,805	130%	26	\$ 2,805	130%	37	\$ 2,250
Dudley, Liesl	South	Wortham	Dallas	23	3	\$ 1,609	38	\$ 1,626	101%	\$ 1,686	105%	32	\$ 2,772	172%	20	\$ 511
Gabor, Scott	Northeast	Karmilowicz	DC	18	1	\$ 2,012	40	\$ 2,846	141%	\$ 2,247	112%	31	\$ 2,353	117%	45	\$ 1,423
Petronella, James	Northeast	Itz	New York	74	1	\$ 2,012	40	\$ 2,038	101%	\$ 3,643	181%	12	\$ 3,523	175%	19	\$ 5,292
Moran, Gregory	South	Wortham	Houston	13	2	\$ 1,690	40	\$ 1,531	91%	\$ 2,468	146%	17	\$ 3,051	181%	16	\$ 398
Brown, Justin	West	Watson	Los Angeles	7	1	\$ 1,810	42	\$ 720	40%	\$ 1,007	56%	50	\$ 1,680	93%	61	\$ 2,433
West, Mark	South	Rizzo	Atlanta	5	3	\$ 1,231	42	\$ 636	52%	\$ 456	37%	61	\$ 1,036	84%	67	\$ 698
Shannon, Al	South	Wortham	Dallas	42	3	\$ 1,770	44	\$ 2,498	141%	\$ 822	46%	56	\$ 1,533	87%	65	\$ 534
Joy, Kristen	Northeast	Karmilowicz	Baltimore	36	2	\$ 2,065	45	\$ 1,338	65%	\$ 1,982	96%	36	\$ 2,303	112%	50	\$ 891
DeCore, Tara	Northeast	Itz	New York	17	1	\$ 2,012	45	\$ 2,367	118%	\$ 1,455	72%	45	\$ 2,490	124%	40	\$ 1,754
Mainwaring, Jack	Northeast	Ruddy	Maine	12	3	\$ 1,448	47	\$ 367	25%	\$ 384	27%	66	\$ 661	46%	94	\$ 846
Meyer, Scott	Midwest	Horrigan	Indianapolis	17	5	\$ 939	47	\$ 776	83%	\$ (155)	-17%	91	\$ 1,602	171%	21	\$ 3,120
Engel, Andreas	Midwest	Ruzkowski	Chicago	13	1	\$ 1,810	47	\$ 1,456	80%	\$ 2,616	145%	20	\$ 2,464	136%	34	\$ 1,142
Fearn, John	West	Nixon	Portland	15	4	\$ 1,086	47	\$ 757	70%	\$ 2,618	241%	6	\$ 2,699	249%	7	\$ 1,243
Martin, Stacy	West	Shuster	Phoenix	66	2	\$ 2,065	47	\$ 920	45%	\$ 64	3%	84	\$ 2,868	139%	29	\$ 3,250
Irwin, Brian	Midwest	Horrigan	Columbus	3	6	\$ 302	47	\$ 1,049	348%	\$ 1,049	348%	3	\$ 1,022	339%	2	\$ 1,716
Wulff, Angela	Midwest	Horrigan	St. Louis	12	4	\$ 1,086	48	\$ 300	28%	\$ 747	69%	47	\$ 680	63%	82	\$ 207
Shapiro, Charles	West	Shuster	Denver	18	3	\$ 1,770	48	\$ 490	28%	\$ (11)	-1%	87	\$ 2,133	121%	43	\$ 2,498