

DICTAPHONE

**NORTHEAST REGIONAL
MEMO 97-024**

*Gil Kamenir
Regional Vice President, Business Systems*

TO: District Managers & Direct Report Sales Managers

DATE: June 12, 1997

SUBJECT: District Performance Highlights - May 1997

During the month of May, several outstanding performances were achieved by members our sales organization that deserve recognition in this recap memo.

The top sale in the Region was secured by Mike Smith, ASM - Philadelphia, who sold an Enterprise Express to ABN Associates for \$60,000. This organization provides support services for law firms throughout the United States.

Bill Geyer, ASM - Washington, and Jay Gordon, AE, teamed up to capture a DX4000 order at list price from Outrider Technology. In addition, Bill Geyer achieved \$42,543 in personal revenue and 108% of team revenue.

From a teamwork perspective, the Washington District produced excellent consistency as it achieved the number one position in the Region and had five of its six Account Executives over quota for the month.

The Greatest Number of Deals Award goes to Vince Lombardo in Cleveland who sold 33 orders for a total revenue of \$33,302. Tom Oberecker, ASM - Washington, captured second place honors with 23 orders for a total of \$53,965.

Our Straight Talk leader for the month was Todd Horvatis, Philadelphia, who sold six Straight Talks to the law firm of Berger Montague which had historically been a desktop and portable account.

I want to thank all of the Managers and Account Executives who put forth the extra effort in May and look forward to many more success stories for the month of June.

GRK/mad

*Congratulations
Vince!
KEEP UP THE
GOOD
WORK.
Amy*

FAXED