

ACHIEVEMENT CLUB STANDINGS YEAR TO DATE -- JUNE 1997

<u>SALES REPRESENTATIVES</u>		<u>YTD% ATTAINMENT</u>
Brian S Detring	Nashville	308.4%
Scott McIntosh	St. Louis	232.1%
Michael A Sievert	Milwaukee	201.2%
Donna Ross	San Antonio	192.2%
Darrell Smith	San Antonio	187.9%
Michael J Batenburg	Florida	165.3%
Gregory J Pantelis	San Francisco	162.9%
Peter Underwood	Philadelphia	162.4%
Robert G Byrnes	Buffalo	148.6%
Joseph Delisi	Philadelphia	148.6%
<i>10th in country</i> Vincent Lombardo	Cleveland	146.7%
Gavin Zimmer	Los Angeles	140.2%
Richard Lugg	New York City	138.9%
Mary Ann Avery	Chicago	137.1%
Steve Carey	Dallas	137.1%
Mitzi Reynolds	Charlotte	131.3%
Lori Deans	Charlotte	129.2%
Dean Nelipowitz	Buffalo	128.8%
Mary Lou Rogers	St. Louis	119.4%
Mary Molumby	Phoenix	119.0%
Anita Renner	Phoenix	118.7%
Shannon Rodgeron	Detroit	116.5%
Richard Vogt	Hartford	116.0%
Jay C Green	Honolulu	115.9%
Julie S Helm	Minneapolis	115.5%
Arley R Cope	Columbus	115.1%
Michael Oxner	New York City	114.6%

\$257,000 YTD or \$42,800/mo.

Sales representatives qualify by attaining 110% of Equipment Quota and 100% of App Quota and 100% of synergy quota, with a minimum of \$363,000 in billed revenue. See circular letter # 2926.