

IVS DIVISION
Page 2

*1997
Achievement
Club
(CONDON)*

*Top
29 / 165 = 18%
reps made quota*

ERIC LIGE
JUDICIAL MARKET MANAGER
NORTHEAST III
SALES REPRESENTATIVES

1) ANNE RAY	ST. LOUIS	VI
MARY ANN AVERY	CHICAGO	XI
MICHAEL J BATENBURG	FLORIDA	VII
JAMES F BONELLO	FLORIDA	VII
STEVE CAREY	DALLAS	VI
JANE DEBARTOLO	NEW YORK	VII
BRIAN S DETRING	NASHVILLE	VIII
DIANE GARROW	CHICAGO	I
JEANNE GROSS	CHICAGO	VI
FREDA GUZMAN	NEW ORLEANS	III
VINCENT LOMBARDO	CLEVELAND	II
LARRY W LOMBAS	NEW ORLEANS	II
RICHARD LUGG	NEW YORK CITY	XI
SCOTT MCINTOSH	ST. LOUIS	III
MARY MOLUMBY	PHOENIX	I
DEAN NELIPOWITZ	BUFFALO	I
ROBERT OLLEY	WASHINGTON	I
MICHAEL OXNER	NEW YORK CITY	I
AMY PURCELL	CHICAGO	I
MITZI REYNOLDS	CHARLOTTE	VIII
DONNA ROSS	SAN ANTONIO	I
MICHAEL A SIEVERT	MILWAUKEE	XI
NANETTE SMITH	ST. LOUIS	VIII
DARRELL SMITH	SAN ANTONIO	I
ANNA TRAINOR	HARTFORD	II
PETER UNDERWOOD	PHILADELPHIA	I
PASCUAL VALENZUELA	FLORIDA	IX
RICHARD VOGT	HARTFORD	I
29) GAVIN ZIMMER	LOS ANGELES	I

*# 11
in
USA*

*only 29 sales reps made
the trip. Tighter qualifications*