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Biocare  
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To US Sales Great Lakes Region  
cc Bill Reynolds/USA/Nobel Biocare@Nobel Biocare  
bcc  
Subject GREAT PERFORMANCE

Team. We are doing a Great Job in H2.  
As you will see below, there have been a lot of 100%++ performances and we have a ton of momentum going into Sept.  
Let's keep the pace and finish Q3 STRONG!!

In addition to the DSS results, I need to give props to Tad & Lori for their great support & performance that helps drive our business. Each have demonstrated unparalleled dedication to get the job done, They are traveling a ton and are burning the midnight & weekend oil on a regular basis. They are the offensive linemen of our team...they are crucial to our success but rarely get the recognition they deserve. Please remember to thank your "O line".

I realized that I did not send a July result email due to the adjustments we were making to the Q3 budget...so here you have July results, Aug results, and QTD and YTD performance.  
Enjoy!!! The best is yet to come.

**JULY**

Region	100%
Dennis	161%
Murray	112%
* Vince	108%
Jesse	107%
M Lo	105%
M Yo	99%
Dan	76%
Tom	65%

After 8 months with Nobel Biocare

**AUG**

Region	94%
Dan	127%
M Lo	110%
* Vince	95%
Murray	94%
Tom	88%
M Yo	87%
Dennis	75%
Jesse	67%

**QTD**

Region	97%
M Lo	107%
Dennis	105%
Murray	104%
Dan	101%
* Vince	101%
M Yo	92%
Jesse	84%
Tom	77%

**YTD**

VINCE 97%  
2nd place in region out of 9.