## Rep Performance Information by Descending Net Sales Production

**Rep Performance is currently sorted by the criteria listed below.**
**To change the sort criteria select a revenue class below**
**and press the "Go Sort" button.**

Sorted By: Net Sales Prod

Go Sort

Current Year % To Quota By MTD | Historical YTD % To Quota

Current Year % To Quota By QTD | Current Year % To Quota By YTD

Cost Center: FT WORTH/W TX DISTRICT D655

Fiscal Year: 2005

Product Group: Total

Fiscal Period: Pd: 11 August

Sales Channel: Small Business

Sorted By: Net Sales Prod

| Name | Net Sales Production | Units | ANSC | Escalation | Net Disco | Resale | Net Gain | ADSC | Outright Sale |
|---|---|---|---|---|---|---|---|---|---|
| HERBERT BRADLEY | 17,959.00 | 17 | 7,935.00 | 0.00 | 0.00 | 420.00 | 7,935.00 | 5,866.00 | 4,158.00 |
| PHILLIP MORRIS | 22,137.00 | 15 | 7,011.00 | 0.00 | 0.00 | 0.00 | 7,011.00 | 7,643.00 | 7,483.00 |
| CHARLIE GOODWYN | 9,985.00 | 13 | 5,714.00 | 0.00 | 419.00 | 0.00 | 5,295.00 | 4,492.00 | 198.00 |
| NHAN HOANG | 6,619.00 | 11 | 4,671.00 | 0.00 | -333.00 | 333.00 | 5,004.00 | 1,615.00 | 0.00 |
| JANIE EILERS | 10,338.00 | 8 | 3,312.00 | 0.00 | -1,614.00 | 4,122.36 | 4,926.00 | 4,675.00 | 737.00 |
| RESA MCMULLEN | 16,089.00 | 6 | 2,695.00 | 0.00 | -360.00 | 360.00 | 3,055.00 | 2,837.00 | 10,197.00 |
| STEPHEN DAVIS | 9,727.00 | 6 | 2,016.00 | 0.00 | 0.00 | 0.00 | 2,016.00 | 4,336.00 | 3,375.00 |
| SUZANNA BECK | 2,323.00 | 2 | 995.00 | 0.00 | 0.00 | 0.00 | 995.00 | 1,328.00 | 0.00 |
| RACHEL KONIKSON | 1,526.36 | 2 | 992.36 | 0.00 | 840.00 | -375.36 | 152.36 | 1,374.00 | 0.00 |
| APRIL DOTY | 2,647.00 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,647.00 |
| DWIGHT WARD | 1,207.00 | 1 | 664.00 | 0.00 | 0.00 | 0.00 | 664.00 | 543.00 | 0.00 |
| TODD SANDERS | 861.00 | 1 | 416.00 | 0.00 | 0.00 | 0.00 | 416.00 | 445.00 | 0.00 |
| WENDY ROBERTSON | 702.00 | 1 | 372.00 | 0.00 | 0.00 | 0.00 | 372.00 | 330.00 | 0.00 |
| AMANDA BURLESON | 620.00 | 1 | 420.00 | 0.00 | 0.00 | 0.00 | 420.00 | 200.00 | 0.00 |
| CHRISTOPHE POLLARD | 537.00 | 1 | 531.00 | 0.00 | 418.00 | 379.00 | 113.00 | 424.00 | 0.00 |
| KENNETH DENNIS | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| GEOFFREY JAMES | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| RANDY JENKINS | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| ROBERT KRANGLE | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| JEFFREY MCBEE | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

## Rep Performance Information by Descending Net Sales Production

**Rep Performance is currently sorted by the criteria listed below.**
**To change the sort criteria select a revenue class below**
**and press the "Go Sort" button.**

Sorted By: Net Sales Prod

Go Sort

Current Year % To Quota By MTD | Historical YTD % To Quota

Current Year % To Quota By QTD | Current Year % To Quota By YTD

Cost Center: FT WORTH/W TX DISTRICT D655

Fiscal Year: 2006 | Product Group: Total

Fiscal Period: Pd: 02 Noven | Sales Channel: Small Business

Sorted By: Net Sales Prod

| Name | Net Sales Production | Units | ANSC | Escalation | Net Disco | Resale | Net Gain | ADSC | Outright Sale |
|---|---|---|---|---|---|---|---|---|---|
| IMRAN BHATTY | 5,249.00 | 9 | 5,153.00 | 0.00 | 2,093.00 | 1,139.00 | 3,060.00 | 2,189.00 | 0.00 |
| HERBERT BRADLEY | 4,163.00 | 8 | 3,420.00 | 0.00 | 1,119.00 | 0.00 | 2,301.00 | 1,862.00 | 0.00 |
| PHILLIP MORRIS | 10,379.00 | 7 | 3,654.00 | 0.00 | 0.00 | 0.00 | 3,654.00 | 4,726.00 | 1,999.00 |
| NHAN HOANG | 6,545.00 | 6 | 3,082.00 | 0.00 | -324.00 | 324.00 | 3,406.00 | 3,139.00 | 0.00 |
| CHARLIE GOODWYN | 4,350.00 | 6 | 2,439.00 | 0.00 | 0.00 | 0.00 | 2,439.00 | 1,612.00 | 299.00 |
| STEPHEN DAVIS | 5,817.00 | 4 | 1,824.00 | 0.00 | 0.00 | 0.00 | 1,824.00 | 1,549.00 | 2,444.00 |
| WENDY ROBERTSON | 3,281.00 | 3 | 1,469.00 | 0.00 | 0.00 | 0.00 | 1,469.00 | 1,812.00 | 0.00 |
| SUZANNA BECK | 1,625.12 | 3 | 825.12 | 0.00 | 0.00 | 0.00 | 825.12 | 800.00 | 0.00 |
| RESA MCMULLEN | 961.00 | 3 | 1,166.00 | 0.00 | 1,439.00 | 0.00 | -273.00 | 1,234.00 | 0.00 |
| JONATHAN MACKLIN | 2,810.00 | 2 | 1,131.00 | 0.00 | -404.00 | 703.88 | 1,535.00 | 1,176.00 | 99.00 |
| JANIE EILERS | 1,554.72 | 2 | 1,016.72 | 0.00 | 419.00 | 434.28 | 597.72 | 957.00 | 0.00 |
| SPECIAL TELEMARKET | -12,104.00 | 2 | 252.00 | 0.00 | 12,591.00 | 0.00 | -12,339.00 | 235.00 | 0.00 |
| MELISSA LEWIS | 871.00 | 1 | 451.00 | 0.00 | 0.00 | 0.00 | 451.00 | 420.00 | 0.00 |
| OFFICE 0589 WEST TEXAS | 672.00 | 0 | 672.00 | 0.00 | 0.00 | 0.00 | 672.00 | 0.00 | 0.00 |
| JOHN ROADY | 5.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 5.00 | 0.00 |
| CHRIS WALTZ | 3.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3.00 | 0.00 |
| TERRY OSIER | 2.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2.00 | 0.00 |
| CHARLES CROW | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| APRIL DOTY | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| RACHEL KONIKSON | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| ROBERT KRANGLE | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| AARON MARTIN | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| JOSE MAYORGA | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| OFFICE OFFICE - 0659 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CHRISTOPHE POLLARD | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

## Rep Performance Information by Descending Net Sales Production

**Rep Performance is currently sorted by the criteria listed below. To change the sort criteria select a revenue class below and press the "Go Sort" button.**

Sorted By: Net Sales Prod

Go Sort

Current Year % To Quota By MTD | Historical YTD % To Quota | Current Year % To Quota By QTD | Current Year % To Quota By YTD

Cost Center: FT WORTH/W TX DISTRICT D655

Fiscal Year: 2006

Product Group: Total

Fiscal Period: Pd: 04 January

Sales Channel: Small Business

Sorted By: Net Sales Prod

| Name | Net Sales Production | Units | ANSC | Escalation | Net Disco | Resale | Net Gain | ADSC | Outright Sale |
|---|---|---|---|---|---|---|---|---|---|
| CHARLIE GOODWYN | 12,955.00 | 12 | 5,834.00 | 0.00 | 838.00 | 0.00 | 4,996.00 | 6,535.00 | 1,424.00 |
| PHILLIP MORRIS | 8,500.00 | 12 | 5,474.00 | 0.00 | 0.00 | 0.00 | 5,474.00 | 2,777.00 | 249.00 |
| HERBERT BRADLEY | 12,275.00 | 11 | 5,521.00 | 0.00 | 632.00 | 383.00 | 4,889.00 | 4,131.00 | 3,255.00 |
| JONATHAN MACKLIN | 5,507.00 | 9 | 3,611.00 | 0.00 | 0.00 | 0.00 | 3,611.00 | 1,896.00 | 0.00 |
| WENDY ROBERTSON | 7,293.00 | 8 | 3,899.00 | 0.00 | 0.00 | 0.00 | 3,899.00 | 3,394.00 | 0.00 |
| RESA MCMULLEN | 12,653.00 | 6 | 2,499.00 | 0.00 | 0.00 | 0.00 | 2,499.00 | 3,659.00 | 6,495.00 |
| NHAN HOANG | 2,181.00 | 3 | 1,042.00 | 0.00 | 0.00 | 0.00 | 1,042.00 | 1,139.00 | 0.00 |
| MARVIN JACKSON | 1,869.00 | 3 | 1,395.00 | 0.00 | 0.00 | 0.00 | 1,395.00 | 474.00 | 0.00 |
| IMRAN BHATTY | 1,073.00 | 3 | 3,179.00 | 0.00 | 3,041.00 | 0.00 | 138.00 | 3,885.00 | -2,950.00 |
| MARK GREEN | 2,698.00 | 2 | 1,368.00 | 0.00 | 0.00 | 0.00 | 1,368.00 | 1,330.00 | 0.00 |
| RICHARD WALL | 2,675.84 | 2 | 1,254.84 | 0.00 | 0.00 | 374.88 | 1,254.84 | 1,421.00 | 0.00 |
| JANIE EILERS | 1,493.60 | 2 | 1,242.60 | 0.00 | 0.00 | 359.40 | 1,242.60 | 520.00 | -269.00 |
| DWAYNE RYMAN | 3,294.00 | 1 | 652.00 | 0.00 | -426.00 | 426.00 | 1,078.00 | 149.00 | 2,067.00 |
| AMANDA BURLESON | 3,275.00 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,275.00 |
| DAVID LANKFORD | 929.00 | 1 | 535.00 | 0.00 | 0.00 | 0.00 | 535.00 | 394.00 | 0.00 |
| JOHN ROADY | 870.00 | 1 | 695.00 | 0.00 | 0.00 | 0.00 | 695.00 | 175.00 | 0.00 |
| TODD SANDERS | 663.00 | 1 | 416.00 | 0.00 | 0.00 | 0.00 | 416.00 | 247.00 | 0.00 |
| SCOTT FITZGERALD | 620.00 | 1 | 420.00 | 0.00 | 0.00 | 0.00 | 420.00 | 200.00 | 0.00 |
| SPECIAL TELEMARKET | -5,925.00 | 1 | 456.00 | -61.00 | 7,219.00 | 0.00 | -6,824.00 | 899.00 | 0.00 |
| SUZANNA BECK | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| APRIL DOTY | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| JUDITH FAUST | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| RACHEL KONIKSON | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| AARON MARTIN | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| OFFICE OFFICE - 0659 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

1/23/06

## Rep Performance Information by Descending Net Sales Production

**Rep Performance is currently sorted by the criteria listed below. To change the sort criteria select a revenue class below and press the "Go Sort" button.**

Sorted By: Net Sales Prod

Go Sort

Current Year % To Quota By MTD | Historical YTD % To Quota | Current Year % To Quota By QTD | Current Year % To Quota By YTD

Cost Center: FT WORTH/W TX DISTRICT D655

Fiscal Year: 2006

Product Group: Total

Fiscal Period: Pd: 04 January

Sales Channel: Small Business

Sorted By: Net Sales Prod

| Name | Net Sales Production | Units | ANSC | Escalation | Net Disco | Resale | Net Gain | ADSC | Outright Sale |
|---|---|---|---|---|---|---|---|---|---|
| PHILLIP MORRIS | 7,598.00 | 11 | 4,947.00 | 0.00 | 0.00 | 0.00 | 4,947.00 | 2,402.00 | 249.00 |
| HERBERT BRADLEY | 9,333.00 | 9 | 4,584.00 | 0.00 | 0.00 | 0.00 | 4,584.00 | 3,149.00 | 1,600.00 |
| CHARLIE GOODWYN | 9,521.00 | 8 | 3,877.00 | 0.00 | 419.00 | 0.00 | 3,458.00 | 4,688.00 | 1,375.00 |
| IMRAN BHATTY | 7,421.00 | 8 | 5,171.00 | 0.00 | 2,435.00 | 0.00 | 2,736.00 | 4,685.00 | 0.00 |
| JONATHAN MACKLIN | 4,202.00 | 7 | 2,805.00 | 0.00 | 0.00 | 0.00 | 2,805.00 | 1,397.00 | 0.00 |
| WENDY ROBERTSON | 3,699.00 | 4 | 2,027.00 | 0.00 | 0.00 | 0.00 | 2,027.00 | 1,672.00 | 0.00 |
| NHAN HOANG | 2,518.00 | 4 | 1,379.00 | 0.00 | 0.00 | 0.00 | 1,379.00 | 1,139.00 | 0.00 |
| RESA MCMULLEN | 6,534.00 | 2 | 849.00 | 0.00 | 0.00 | 0.00 | 849.00 | 745.00 | 4,940.00 |
| MARK GREEN | 2,698.00 | 2 | 1,368.00 | 0.00 | 0.00 | 0.00 | 1,368.00 | 1,330.00 | 0.00 |
| STEPHEN DAVIS | 1,901.00 | 2 | 876.00 | 0.00 | 0.00 | 0.00 | 876.00 | 1,025.00 | 0.00 |
| JOHN ROADY | 1,324.00 | 2 | 1,090.00 | 0.00 | 0.00 | 0.00 | 1,090.00 | 175.00 | 59.00 |
| MARVIN JACKSON | 1,270.00 | 2 | 970.00 | 0.00 | 0.00 | 0.00 | 970.00 | 300.00 | 0.00 |
| AMANDA BURLESON | 3,275.00 | 1 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,275.00 |
| DWAYNE RYMAN | 2,606.00 | 1 | 539.00 | 0.00 | 0.00 | 0.00 | 539.00 | 0.00 | 2,067.00 |
| DAVID LANKFORD | 929.00 | 1 | 535.00 | 0.00 | 0.00 | 0.00 | 535.00 | 394.00 | 0.00 |
| TODD SANDERS | 663.00 | 1 | 416.00 | 0.00 | 0.00 | 0.00 | 416.00 | 247.00 | 0.00 |
| JANIE EILERS | -345.40 | 1 | 703.60 | 0.00 | 0.00 | 359.40 | 703.60 | -780.00 | -269.00 |
| SUZANNA BECK | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| JUDITH FAUST | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| RACHEL KONIKSON | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| RICHARD WALL | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| OFFICE 0075 AUSTIN, TX | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| OFFICE 0589 WEST TEXAS | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| OFFICE 693 | 0.00 | 0 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| OFFICE OFFICE - 0631 | -339.00 | 0 | 0.00 | 0.00 | 339.00 | 0.00 | -339.00 | 0.00 | 0.00 |

Scott Fitzgerald 1

Other 1

CM6PRTR4

ADT Security Services, Inc.

S A L E S  P R O D U C T I O N  and  C O M M I S S I O N  S T A T E M E N T

PHILLIP MORRIS

For the Period : 8/13/05 to 8/19/05 (WEEKLY)

D655 Office : 0034 FT WORTH, TX

| Rep# | Payroll ID | Commission Plan / Job Title | Plan | Print Date | Page |
|---|---|---|---|---|---|
| M3X | 0034--89022 | Small Business Sales Reps HV (HY)<br>Rep.Comm Only.Sales.Small Business | HY | 8/20/05 | 1 |

| | |
|---|---|
| Total Adjustments | .00 |
| Total Commissions Paid | 2,574.32 |
| Total Draw Payments | .00 |
| Total Guarantees | .00 |
| Previous Outstanding Balance | .00 |
| Check Amount | 2,574.32 |

| Activity Type | Customer Name | Agreement Date | Customer Number | Job # | System | Trans Type | Disc% or GM% | (x1.00) ANSC | Comm% | (x1.00) ADSC | (x1.00) O/S | Comm% | Renew ANSC | Comm% | Charge Back | (x1.00) Resale | NSP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| NEW_ORD | COMMUNICATE WIR | 8/18/05 | 103438118 | 0001 | PRMPR | NEW | 74.90 | 539 | 47.93 | 149 | 0 | 8.00 | 0 | .00 | 0 | 0 | 688 |
| NEW_ORD | ELEMENTS OF STY | 8/18/05 | 103438119 | 0001 | PRMPR | NEW | 52.50 | 479 | 60.00 | 149 | 0 | 8.00 | 0 | .00 | 0 | 0 | 628 |
| NEW_ORD | I.E.S.I. | 8/19/05 | 103438127 | 0001 | VIEWP | NEW | 25.00 | 792 | 65.58 | 0 | 2779 | 15.00 | 0 | .00 | 0 | 0 | 3571 |
| NEW_ORD | I.E.S.I. | 8/19/05 | 103438133 | 0001 | VIEWP | NEW | 25.00 | 792 | 70.00 | 0 | 3409 | 15.00 | 0 | .00 | 0 | 0 | 4201 |
| CLOSE_ORD | FOUR STAR CITGO | 8/15/05 | 103417144 | 0002 | V10 | RENEW | .00 | 0 | .00 | 0 | 0 | .00 | 39 | .00 | 0 | 0 | 0 |

CM6PRTR4

ADT Security Services, Inc.

S A L E S  P R O D U C T I O N  and  C O M M I S S I O N  S T A T E M E N T

PHILLIP MORRIS

For the Period : 8/20/05 to 8/26/05 (WEEKLY)

D655 Office : 0034 FT WORTH, TX

| Rep# | Payroll ID | Commission Plan / Job Title | Plan | Print Date | Page |
|---|---|---|---|---|---|
| M3X | 0034--89022 | Small Business Sales Reps HV (HY)<br>Rep.Comm Only.Sales.Small Business | HY | 8/27/05 | 1 |

| | |
|---|---|
| Total Adjustments | .00 |
| Total Commissions Paid | 2,361.11 |
| Total Draw Payments | .00 |
| Total Guarantees | .00 |
| Previous Outstanding Balance | .00 |
| Check Amount | 2,361.11 |

| Activity Type | Customer Name | Agreement Date | Customer Number | Job # | System | Trans Type | Disc% or GM% | (x1.00) ANSC | Comm% | (x1.00) ADSC | (x1.00) O/S | Comm% | Renew ANSC | Comm% | Charge Back | (x1.00) Resale | NSP |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| NEW_ORD | GREEN VALLEY RA | 8/26/05 | 103438169 | 0001 | PRMPR | NEW | 97.40 | 599 | 75.00 | 1699 | 0 | .00 | 0 | .00 | 0 | 0 | 2298 |
| NEW_ORD | GREEN VALLEY RA | 8/26/05 | 103438173 | 0001 | PRMPR | NEW | 95.40 | 539 | 75.00 | 1349 | 0 | 10.00 | 0 | .00 | 0 | 0 | 1888 |
| NEW_ORD | GREEN VALLEY RA | 8/26/05 | 103438174 | 0001 | PRMPR | NEW | 98.20 | 539 | 75.00 | 1349 | 0 | 10.00 | 0 | .00 | 0 | 0 | 1888 |
| NEW_ORD | KATHLEEN BROOKE | 8/24/05 | 103438145 | 0001 | PRMPR | NEW | 93.10 | 539 | 71.86 | 474 | 0 | 8.00 | 0 | .00 | 0 | 0 | 1013 |
| NEW_ORD | TX PULMONARY & | 8/23/05 | 103421260 | 0002 | PRMPR | CONV | 200.00 | 127 | 60.00 | 825 | 0 | 10.00 | 352 | 7.00 | 0 | 0 | 952 |

CM6PRTR4

ADT Security Services, Inc.

S A L E S  P R O D U C T I O N  and  C O M M I S S I O N  S T A T E M E N T

PHILLIP MORRIS

For the Period : 8/27/05 to 9/02/05 (WEEKLY)

D655 Office : 0034 FT WORTH, TX

| Rep# | Payroll ID | Commission Plan / Job Title | Plan | Print Date | Page |
|---|---|---|---|---|---|
| M3X | 0034--89022 | Small Business Sales Reps HV (HY)<br>Rep.Comm Only.Sales.Small Business | HY | 9/03/05 | 1 |

| | |
|---|---|
| Total Adjustments | .00 |
| Total Commissions Paid | 1,493.38 |
| Total Draw Payments | .00 |