

Banker Performance June YTD 2014 Estimates

Banker	FY Goal	June YTD ex NTLP	Annualized June YTD (ex NTLP)	Ann YTD vs. Goal	Pipeline	Ann YTD + Pipeline	Ann RR & Pipeline vs. Goal	Projected FY % of Goal Achieved
Andrea Nicoletti	3,750,000	1,709,175	3,418,350	(331,650)	27,763	3,446,113	(303,887)	92%
Botzenhard/Bennett	6,000,000	4,176,645	8,353,290	2,353,290	793,685	9,146,975	3,146,975	152%
Brandt Daniel	2,500,000	953	1,906	(2,498,094)	467,671	469,577	(2,030,423)	19%
Carlos Arrizurieta	3,000,000	1,155,738	2,311,476	(688,524)	1,800,351	4,111,827	1,111,827	137%
Convey/Marson/Moore	35,000,000	13,535,688	27,071,377	(7,928,623)	546,632	27,618,009	(7,381,991)	79%
Daulton/Webster/Price	9,000,000	3,854,165	7,708,330	(1,291,670)	109,104	7,817,434	(1,182,566)	87%
Deirdre Judge	8,000,000	3,500,942	7,001,884	(998,116)	1,321,255	8,323,139	323,139	104%
Ed Finley	2,000,000	234,331	468,663	(1,531,337)	504,507	973,169	(1,026,831)	49%
George Zahringer	10,000,000	3,223,727	6,447,453	(3,552,547)	-	6,447,453	(3,552,547)	64%
Herlihy/Lok	4,300,000	1,341,076	2,682,152	(1,617,848)	1,416,061	4,098,213	(201,787)	95%
Jacoby/Westhoff/King	11,353,541	5,531,711	11,063,422	(290,118)	106,959	11,170,381	(183,159)	98%
Jensen/Shaw	44,000,000	23,490,715	46,981,429	2,981,429	601,815	47,583,244	3,583,244	108%
Joseph Sabbagh	1,000,000	12,153	24,305	(975,695)	-	24,305	(975,695)	2%
Lisa Adelstein	1,000,000	-	-	(1,000,000)	5,849	5,849	(994,151)	1%
Liz Payne	6,000,000	2,903,267	5,806,535	(193,465)	81,740	5,888,275	(111,725)	98%
Loudenslager/Robertson	9,000,000	3,852,264	7,704,528	(1,295,472)	313,463	8,017,991	(982,009)	89%
Malcolm Kimble	8,500,000	3,241,927	6,483,853	(2,016,147)	1,751,377	8,235,230	(264,770)	97%
Mark Gonzalez	2,000,000	1,047,253	2,094,507	94,507	276,836	2,371,343	371,343	119%
Mary Ann Coleman	6,000,000	3,765,438	7,530,876	1,530,876	17,562	7,548,438	1,548,438	126%
McCarthy/Rodin	8,116,113	6,171,668	12,343,336	4,227,223	3,456,378	15,799,714	7,683,601	195%
Paller/Gray	15,500,000	8,816,142	17,632,284	2,132,284	2,501,413	20,133,697	4,633,697	130%
Paul Morris	2,000,000	302,777	605,553	(1,394,447)	-	605,553	(1,394,447)	30%
Rob Kerr	1,000,000	209,207	418,414	(581,586)	3,956	422,370	(577,630)	42%
Sohrab/Mullin	17,000,000	7,161,810	14,323,620	(2,676,380)	3,323,986	17,647,606	647,606	104%
Susan Burnett	8,000,000	3,930,124	7,860,247	(139,753)	1,125,918	8,986,165	986,165	112%
Terrence Tangney	16,000,000	8,742,781	17,485,562	1,485,562	12,521	17,498,083	1,498,083	109%
Vrablic/Scalzi	130,000,000	67,562,982	135,125,964	5,125,964	10,487,297	145,613,262	15,613,262	112%
<b>Banker Subtotal:</b>	<b>370,019,653</b>	<b>179,474,659</b>	<b>358,949,318</b>	<b>(11,070,335)</b>	<b>31,054,098</b>	<b>390,003,416</b>	<b>19,983,763</b>	<b>105%</b>