


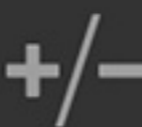









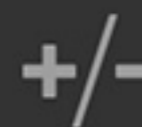




Notes / Revision History

iPad

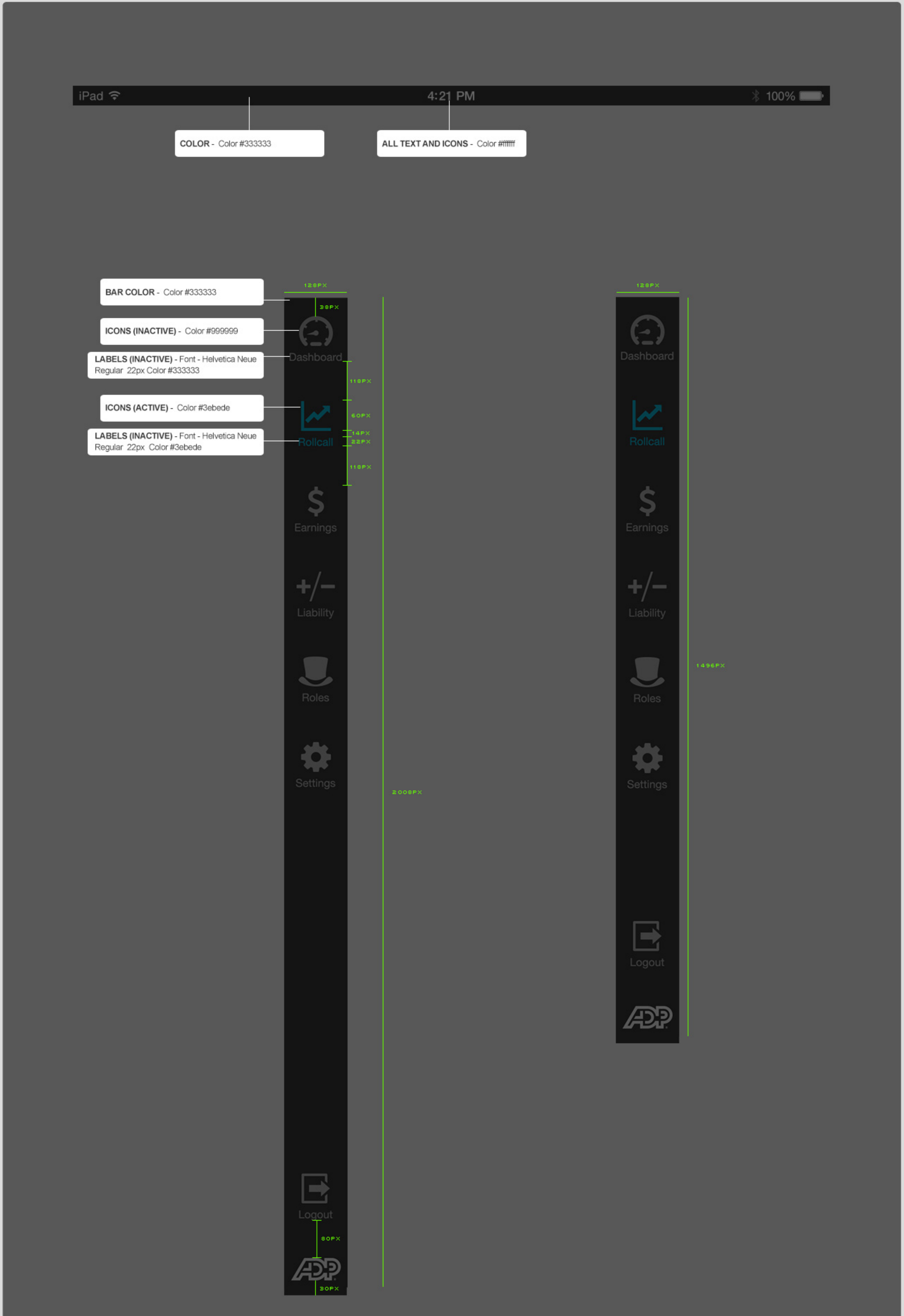
4:21 PM

100%

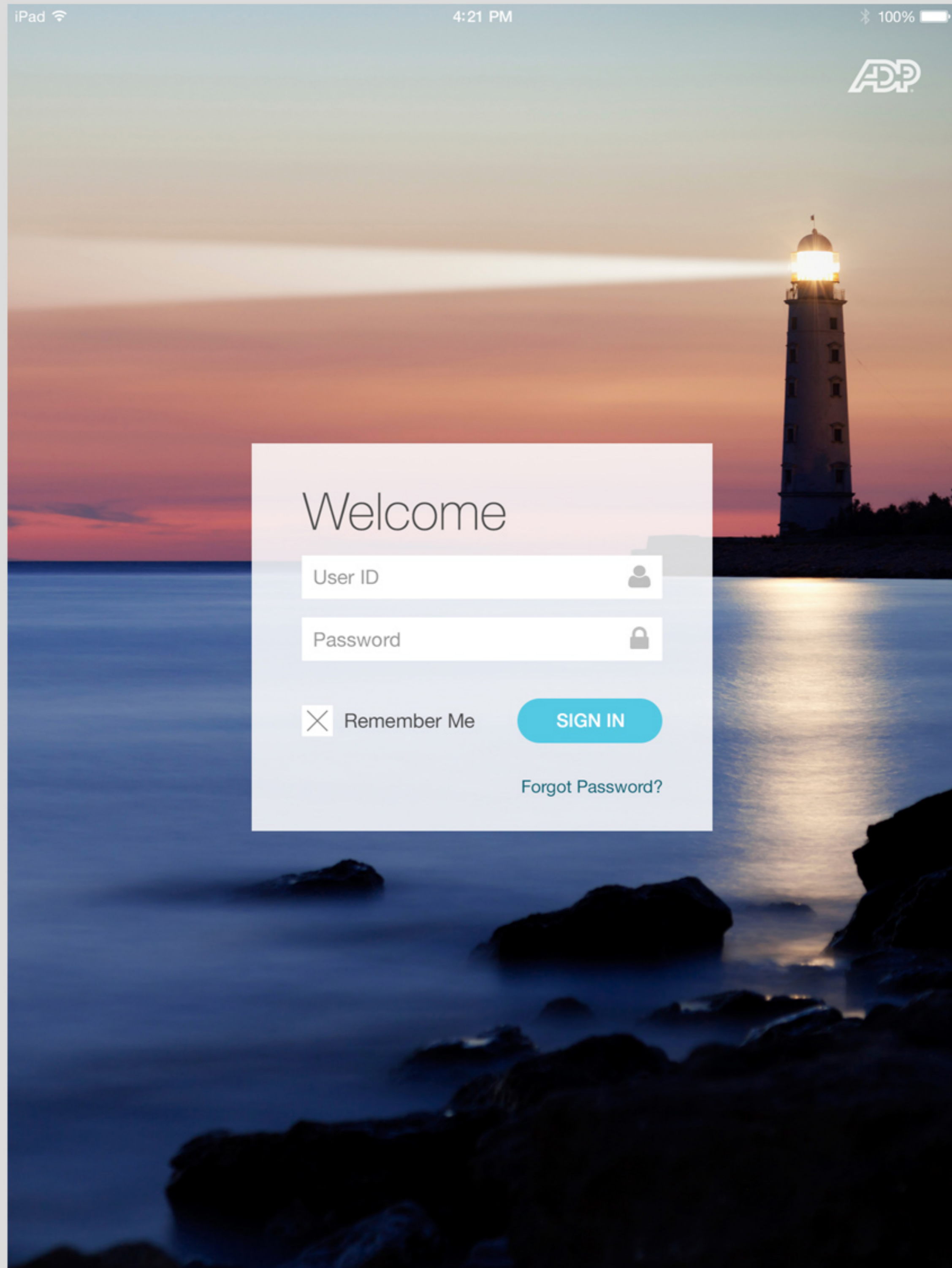
-  Dashboard
-  Rollcall
-  Earnings
-  Liability
-  Roles
-  Settings
-  Logout
- 

-  Dashboard
-  Rollcall
-  Earnings
-  Liability
-  Roles
-  Settings
-  Logout
- 

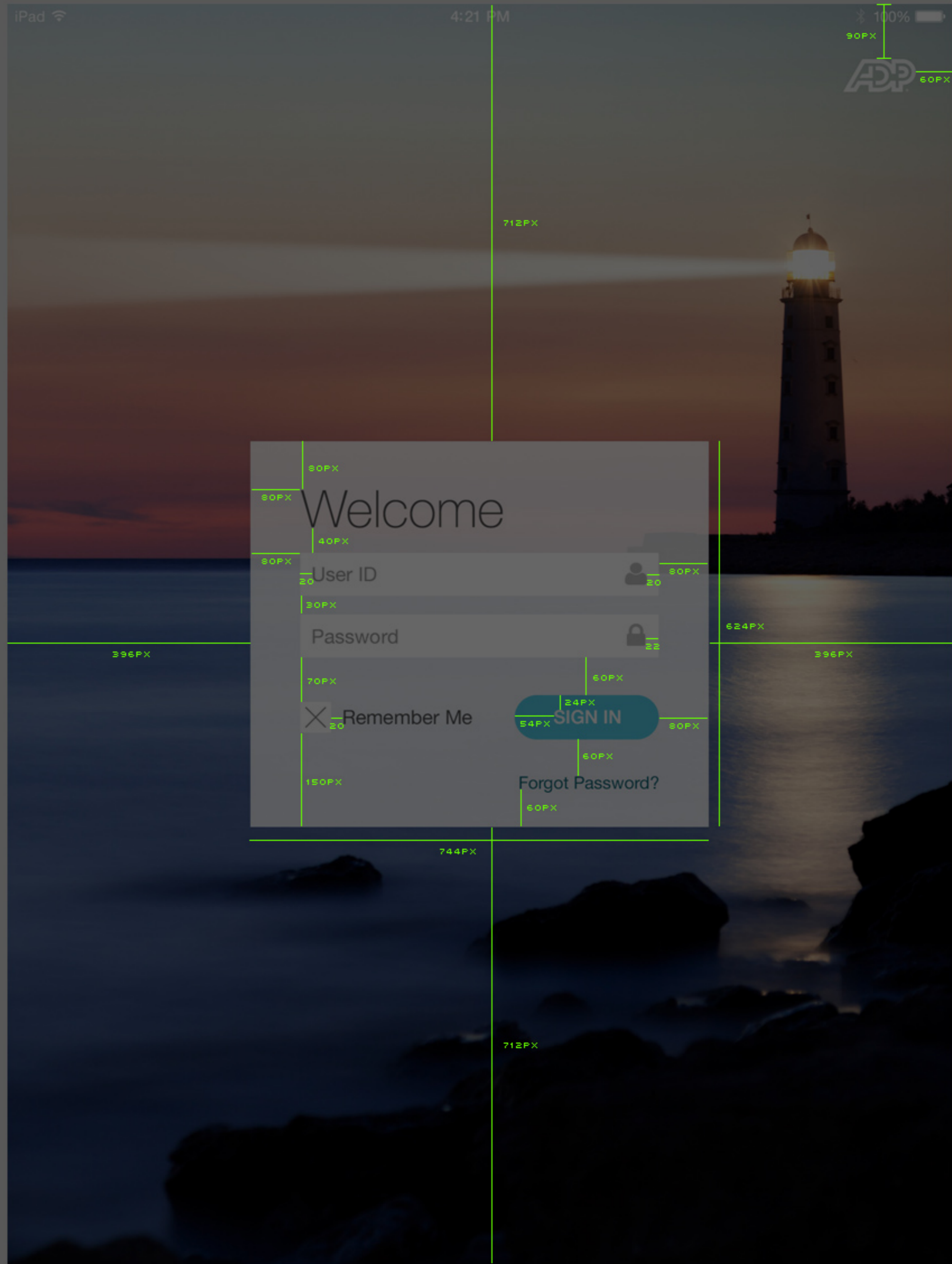
Notes / Revision History



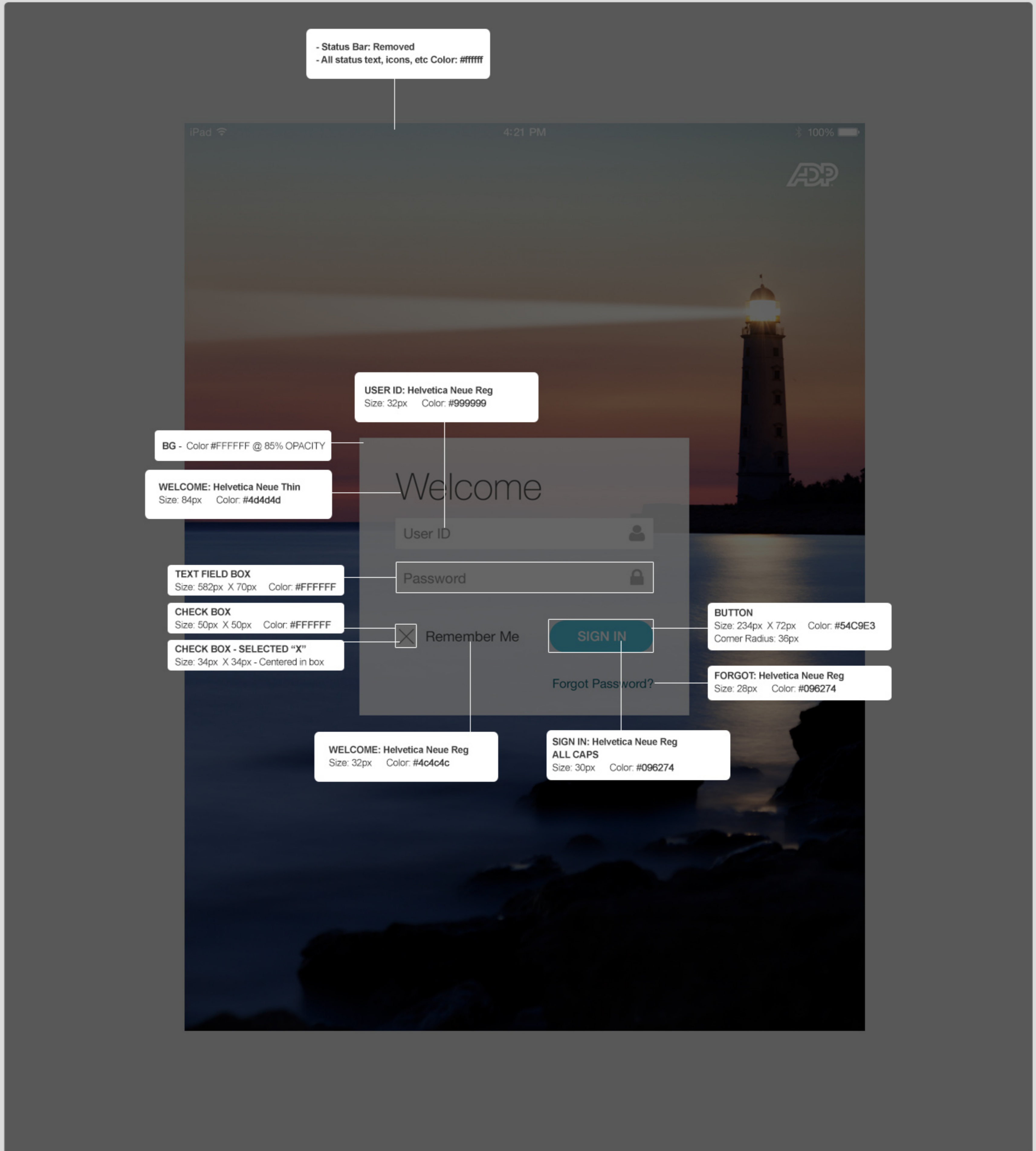
Notes / Revision History



Notes / Revision History



Notes / Revision History



- Status Bar: Removed
- All status text, icons, etc Color: #ffffff

USER ID: Helvetica Neue Reg
Size: 32px Color: #999999

BG - Color #FFFFFF @ 85% OPACITY

WELCOME: Helvetica Neue Thin
Size: 84px Color: #4d4d4d

TEXT FIELD BOX
Size: 582px X 70px Color: #FFFFFF

CHECK BOX
Size: 50px X 50px Color: #FFFFFF

CHECK BOX - SELECTED "X"
Size: 34px X 34px - Centered in box

BUTTON
Size: 234px X 72px Color: #54C9E3
Corner Radius: 36px

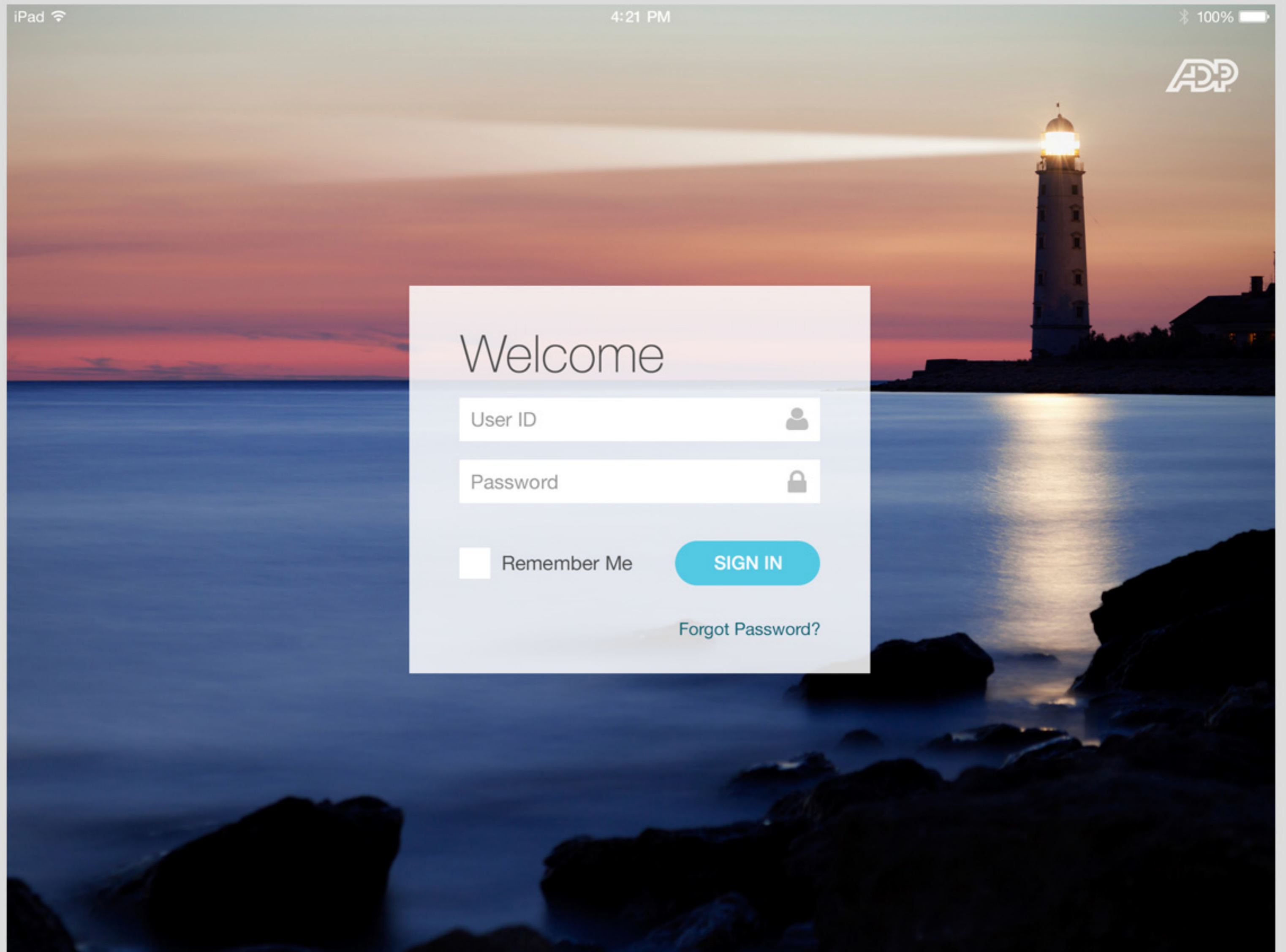
FORGOT: Helvetica Neue Reg
Size: 28px Color: #096274

WELCOME: Helvetica Neue Reg
Size: 32px Color: #4c4c4c

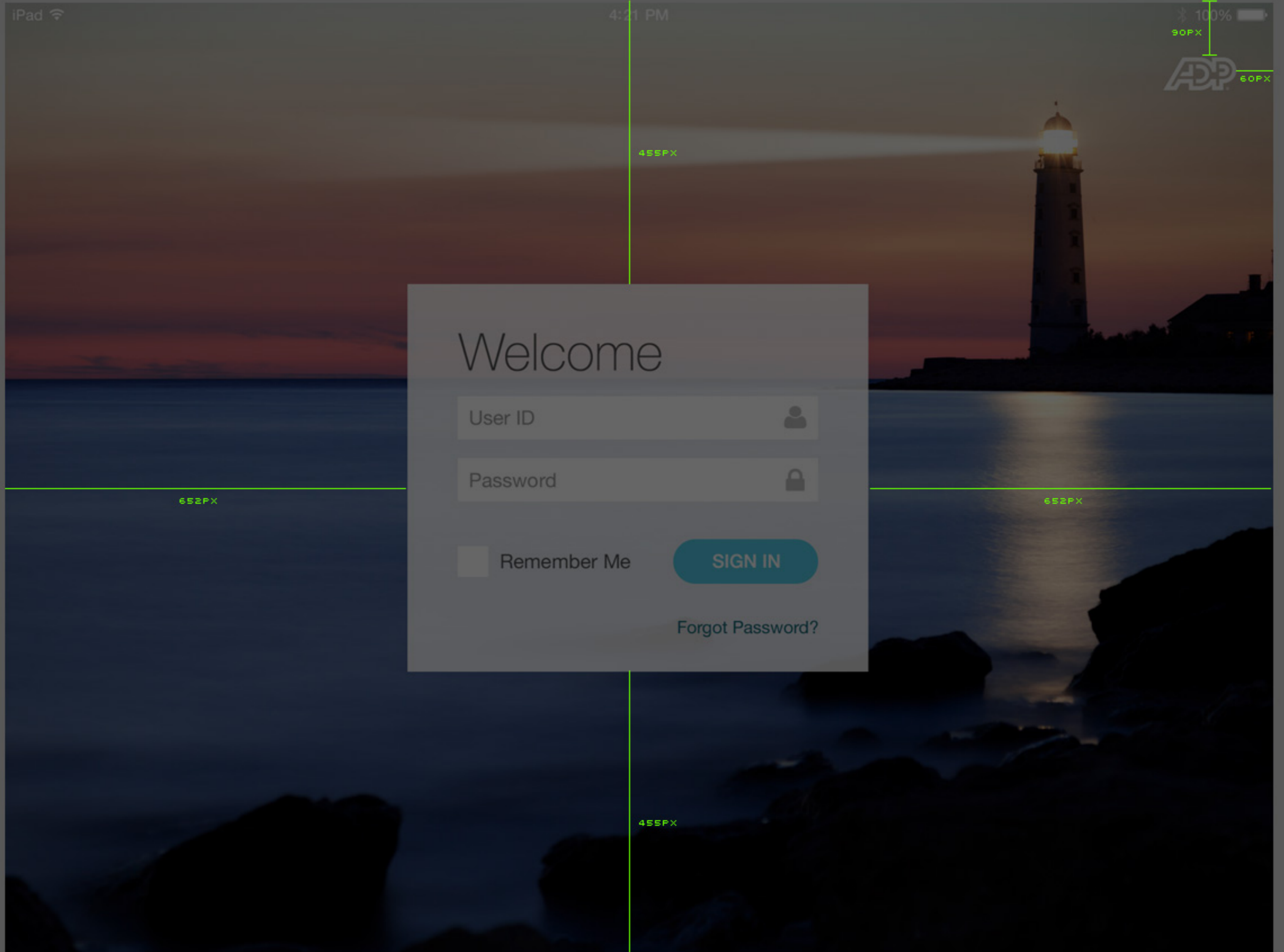
SIGN IN: Helvetica Neue Reg
ALL CAPS
Size: 30px Color: #096274




Notes / Revision History



Notes / Revision History





iPad
4:21 PM
100%




William Polhamus

RC Week 43

Month OCT-FY15

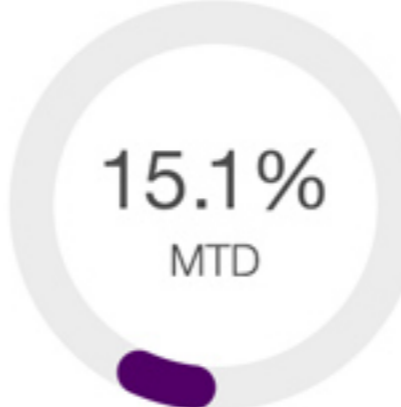



Rollcall >




67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K



15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K



52%
YTD

SALES \$2,681.8K
QUOTA \$4.62M

Earnings >


Total Payments	\$13,805
Beginning Balance	\$26,482
Total Earnings	\$50,282
Ending Balance	\$36,477

Liabilities >


Total Liabilities - October 2014	\$834,821
Total Liabilities - November 2014	\$787,005
Total Liabilities - December 2014	\$752,439

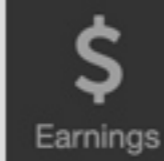
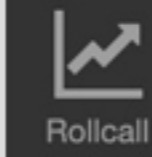
Top Deals for October >

CLIENT	PRODUCT	AMOUNT	DATE/TIME
Facebook	ADP 401K Services	\$56,000	41m ago
Central Valley	ADP 401K Services	\$43,000	1h ago
Proxim	ADP 401K Services	\$24,000	3h ago
Brackett	ADP 401K Services	\$14,000	5h ago
Sunwize Technologies	ADP 401K Services	\$6,750	7h ago



Logout





Notes / Revision History

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph

JOB TITLE: Helvetica Neue Light
Size: 46px Color: #333333

RULE DIVIDER
Size: 1326px X 1px Color: #CCCCCC

JOB TITLE: Helvetica Neue Med
Size: 30px Color: #333333

JOB TITLE: Helvetica Neue Reg
Size: 44px Color: #333333

JOB TITLE: Helvetica Neue Light
Size: 30px Color: #4c4c4c

JOB TITLE: Helvetica Neue Light
Size: 44px Color: #4c4c4c

RULE DIVIDER
Size: 1px X 606px Color: #CCCCCC

HEADERS: Helvetica Neue Light
Size: 24px Color: #4c4c4c
All columns - Left align

BAR BG - Color #F2F2F2




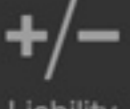




JOB TITLE: Helvetica Neue Med
Size: 30px Color: #4c4c4c


JOB TITLE: Helvetica Neue Light
Size: 30px Color: #4c4c4c

RULE DIVIDER
Size: 1286px X 1px Color: #CCCCCC

CLIENT	PRODUCT	AMOUNT	DATE/TIME
Facebook	ADP 401K Services	\$56,000	41m ago
Central Valley	ADP 401K Services	\$43,000	1h ago
Proxim	ADP 401K Services	\$24,000	3h ago
Brackett	ADP 401K Services	\$14,000	5h ago
Sunwize Technologies	ADP 401K Services	\$6,750	7h ago

iPad
4:21 PM
100%



 Dashboard
  Rollcall
  Earnings
  Liability
  Roles
  Settings
  Logout
 




William Polhamus

RC Week 43

Month OCT-FY15

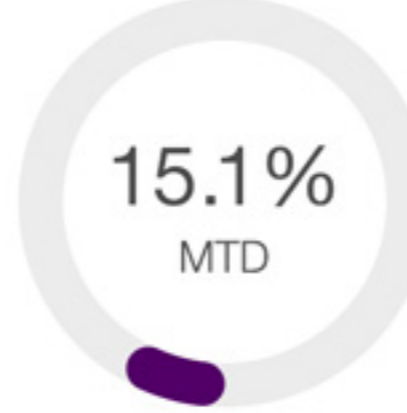



Rollcall >




67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K



15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K



52%
YTD

SALES \$2,681.8K
QUOTA \$4.62M

Earnings >

Total Payments	\$13,805
Beginning Balance	\$26,482
Total Earnings	\$50,282
Ending Balance	\$36,477

Liabilities >

Total Liabilities - October 2014	\$834,821
Total Liabilities - November 2014	\$787,005
Total Liabilities - December 2014	\$752,439

Top Deals for October >

CLIENT	PRODUCT	AMOUNT	DATE/TIME
Facebook	ADP 401K Services	\$56,000	41m ago
Central Valley	ADP 401K Services	\$43,000	1h ago

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.1 - ADP SB iPad app: Rollcall Home Landscape Summary Graph

iPad 4:21 PM 100%

William Polhamus

RC Week 43 Month OCT-FY15

Rollcall

67.8% WTD	SALES \$536.7K QUOTA \$805.3K	15.1% MTD	SALES \$248.3K QUOTA \$1,609.8K	52% YTD	SALES \$2,681.8K QUOTA \$4.62M
--------------	----------------------------------	--------------	------------------------------------	------------	-----------------------------------

Earnings

Total Payments	\$13,805
Beginning Balance	\$26,482
Total Earnings	\$50,282
Ending Balance	\$36,477


Liabilities

Total Liabilities - October 2014	\$834,821
Total Liabilities - November 2014	\$787,005
Total Liabilities - December 2014	\$752,439

Top Deals for October

CLIENT	PRODUCT	AMOUNT	DATE/TIME
Facebook	ADP 401K Services	\$56,000	41m ago
Central Valley	ADP 401K Services	\$43,000	1h ago
Proxim	ADP 401K Services	\$24,000	3h ago
Brackett	ADP 401K Services	\$14,000	5h ago
Sunwize Technologies	ADP 401K Services	\$6,750	7h ago



iPad
4:21 PM
100%




Jennifer M. Gogarty

RC Week 43

Month OCT-FY15

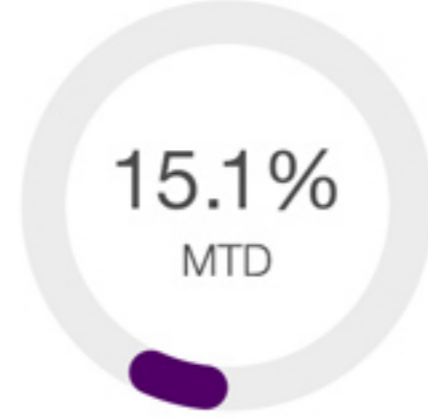



Rollcall >




67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K



15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K










52%
YTD


SALES \$2,681.8K
QUOTA \$4.62M

Liabilities >


Total Liabilities - Oct 2014 \$834,821	Total Liabilities - Nov 2014 \$787,005	Total Liabilities - Dec 2014 \$752,439
---	---	---

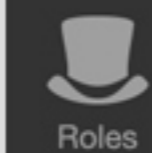
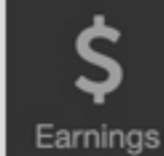
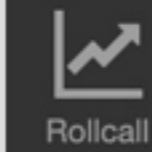
My Team >

NAME	ROLE	NET SALES	% ACHIEVED
 Jennifer Gogarty	VP of Sales - Northeast	265	43.1%
 Theodore Huffman	VP of Sales - Upstate	251	41.7%
 Joe DeSilva	VP of Sales - Midwest	239	36.4%
 Theodore Huffman	VP of Sales - Northeast	131	17.9%
 Jennifer Gogarty	VP of Sales - Upstate	128	17.1%
 Joe DeSilva	VP of Sales - Midwest	117	16.8%
 Jennifer Gogarty	VP of Sales - Northeast	95	10.1%



Logout





FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph

JOB TITLE: Helvetica Neue Med
Size: 30px Color: #333333

JOB TITLE: Helvetica Neue Reg
Size: 44px Color: #333333

HEADERS: Helvetica Neue Regular
Size: 24px Color: #4c4c4c
V Align: Center
H Align: 2 left columns - Left align
H Align: 3 right columns: Right align

RULE DIVIDER
Size: 1288px X 1px Color: #E5E5E5

BAR BG - Color #F2F2F2

JOB TITLE: Helvetica Neue Reg
Size: 44px Color: #333333

RULE DIVIDER
Size: 150px X 1px Color: #CCCCCC


JOB TITLE: Helvetica Neue Reg
Size: 44px Color: #333333

SECTION: Helvetica Neue Bold
Size: 28px Color: #4C4C4C
V Align: Center
H Align: 2 left columns - Left align
H Align: 3 right columns: Right align


CONTENT: Helvetica Neue Regular
Size: 28px Color: #4C4C4C
V Align: Center
H Align: 2 left columns - Left align
H Align: 3 right columns: Right align



1328 X 1356 PX

iPad
4:21 PM
100%




Jennifer M. Gogarty ▼

RC Week 43 Month OCT-FY15 

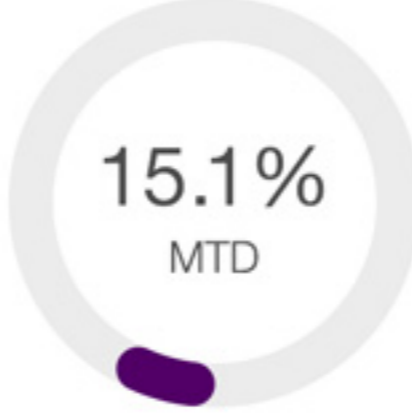
 

Rollcall >




67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K



15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K






52%
YTD


SALES \$2,681.8K
QUOTA \$4.62M

Liabilities >


Total Liabilities - Oct 2014 \$834,821	Total Liabilities - Nov 2014 \$787,005	Total Liabilities - Dec 2014 \$752,439
--	--	--

My Team >

NAME	ROLE	NET SALES ▼	% ACHIEVED ▼
 Jennifer Gogarty	VP of Sales - Northeast	265	43.1%
 Theodore Huffman	VP of Sales - Upstate	251	41.7%
 Joe DeSilva	VP of Sales - Midwest	239	36.4%



Logout





FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.1 - ADP SB iPad app: Rollcall Home Landscape Summary Graph

The screenshot displays the ADP SB iPad app dashboard for user Jennifer M. Gogarty. The interface includes a top status bar with 'iPad', signal strength, time '4:21 PM', and battery level '100%'. A left sidebar contains navigation icons for Dashboard, Rollcall, Earnings, Liability, Roles, Settings, and Logout, along with the ADP logo. The main content area is divided into several sections:

- User Profile:** Jennifer M. Gogarty, with navigation for RC Week (43) and Month (OCT-FY15).
- Rollcall Summary:** Three donut charts showing performance metrics:
 - WTD:** 67.8% completion, Sales \$536.7K, Quota \$805.3K.
 - MTD:** 15.1% completion, Sales \$248.3K, Quota \$1,609.8K.
 - YTD:** 52% completion, Sales \$2,681.8K, Quota \$4.62M.
- Liabilities:** A table showing total liabilities for October, November, and December 2014.

Month	Total Liabilities
Oct 2014	\$834,821
Nov 2014	\$787,005
Dec 2014	\$752,439
- My Team:** A table listing team members with their roles, net sales, and percentage of quota achieved.

Name	Role	Net Sales	% Achieved
Jennifer Gogarty	VP of Sales - Northeast	265	43.1%
Theodore Huffman	VP of Sales - Upstate	251	41.7%
Joe DeSilva	VP of Sales - Midwest	239	36.4%

Notes / Revision History

iPad
4:21 PM
100%

Rollcall

🕒 📄

Joe DeSilva ▼
Senior Division Vice President - Retirement Services

RC Week
43

Month
OCT-FY15 📅

Sales Summary

67.8%

WTD

SALES \$536.7K
QUOTA \$805.3K

15.1%

MTD

SALES \$248.3K
QUOTA \$1,609.8K

52%

YTD

SALES \$2,681.8K
QUOTA \$4.62M

RS Direct
Majors
Internal Channels

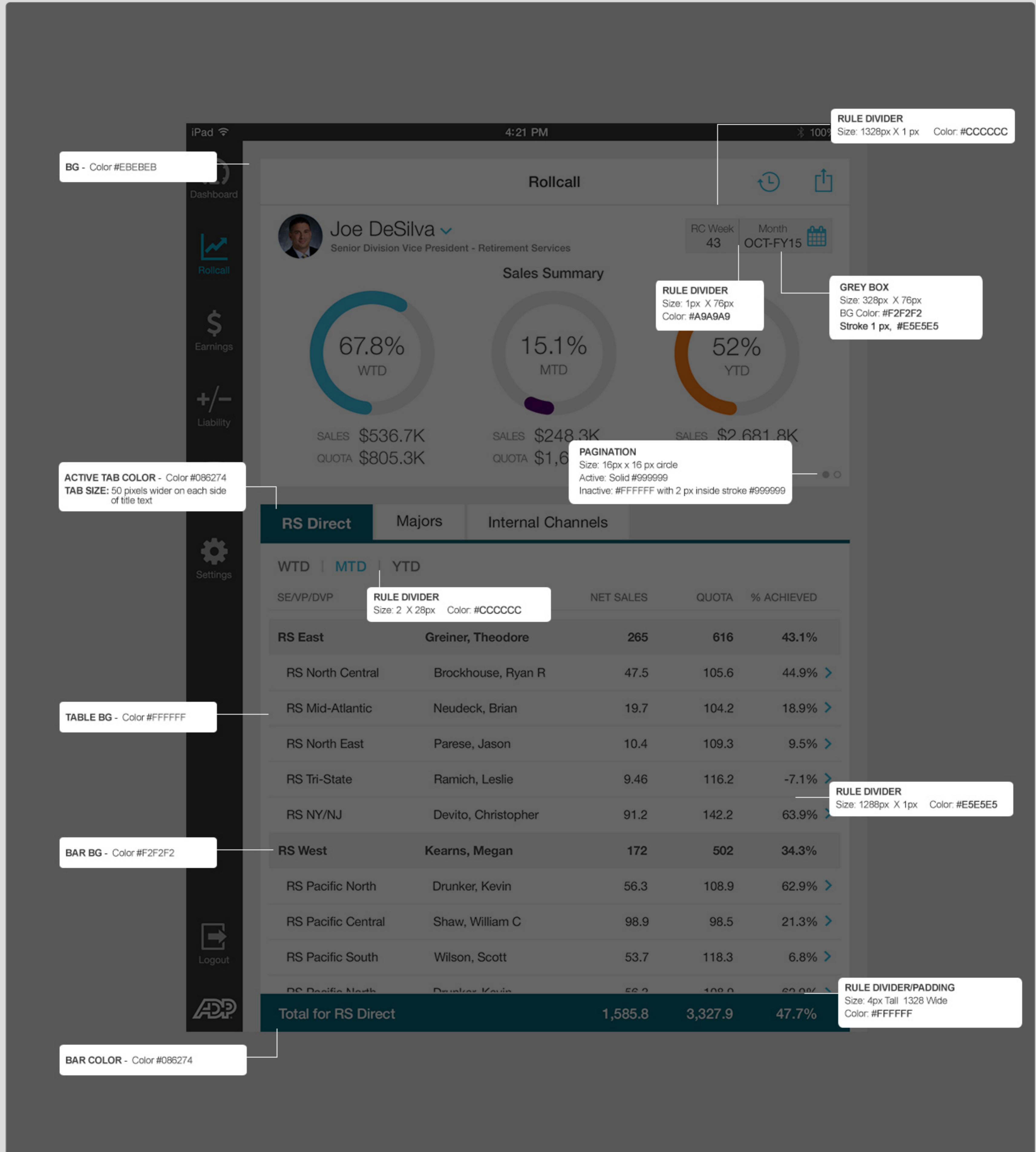
WTD | MTD | YTD

SE/VP/DVP	NAME	NET SALES	QUOTA	% ACHIEVED
RS East	Greiner, Theodore	265	616	43.1%
RS North Central	Brockhouse, Ryan R	47.5	105.6	44.9% ➤
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% ➤
RS North East	Parese, Jason	10.4	109.3	9.5% ➤
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% ➤
RS NY/NJ	Devito, Christopher	91.2	142.2	63.9% ➤
RS West	Kearns, Megan	172	502	34.3%
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% ➤
RS Pacific Central	Shaw, William C	98.9	98.5	21.3% ➤
RS Pacific South	Wilson, Scott	53.7	118.3	6.8% ➤
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% ➤
Total for RS Direct		1,585.8	3,327.9	47.7%

🏠 Dashboard
📈 Rollcall
💰 Earnings
+/- Liability
👔 Roles
⚙️ Settings

🚪 Logout

Notes / Revision History



The screenshot shows the iPad app interface for a 'Rollcall' summary. It features a top navigation bar, a user profile for Joe DeSilva, three progress charts (WTD, MTD, YTD), and a table of sales data. Design annotations are provided for various UI elements.

Annotations:

- BG - Color #EBEBEB**: Points to the top navigation bar.
- ACTIVE TAB COLOR - Color #086274**: Points to the 'Rollcall' tab in the sidebar.
- TAB SIZE: 50 pixels wider on each side of title text**: Points to the 'Rollcall' tab.
- BAR BG - Color #F2F2F2**: Points to the background of the table rows.
- BAR COLOR - Color #086274**: Points to the 'Total for RS Direct' bar at the bottom of the table.
- RULE DIVIDER** (multiple instances): Points to horizontal lines separating sections and table rows.
- PAGINATION**: Points to a small circle in the table header.
- GREY BOX**: Points to a box containing the 'Month' selector.
- RULE DIVIDER/PADDING**: Points to the bottom-most bar of the table.

Table Data:

SEVP/DVP	NET SALES	QUOTA	% ACHIEVED
RS East	265	616	43.1%
RS North Central	47.5	105.6	44.9%
RS Mid-Atlantic	19.7	104.2	18.9%
RS North East	10.4	109.3	9.5%
RS Tri-State	9.46	116.2	-7.1%
RS NY/NJ	91.2	142.2	63.9%
RS West	172	502	34.3%
RS Pacific North	56.3	108.9	62.9%
RS Pacific Central	98.9	98.5	21.3%
RS Pacific South	53.7	118.3	6.8%
Total for RS Direct	1,585.8	3,327.9	47.7%

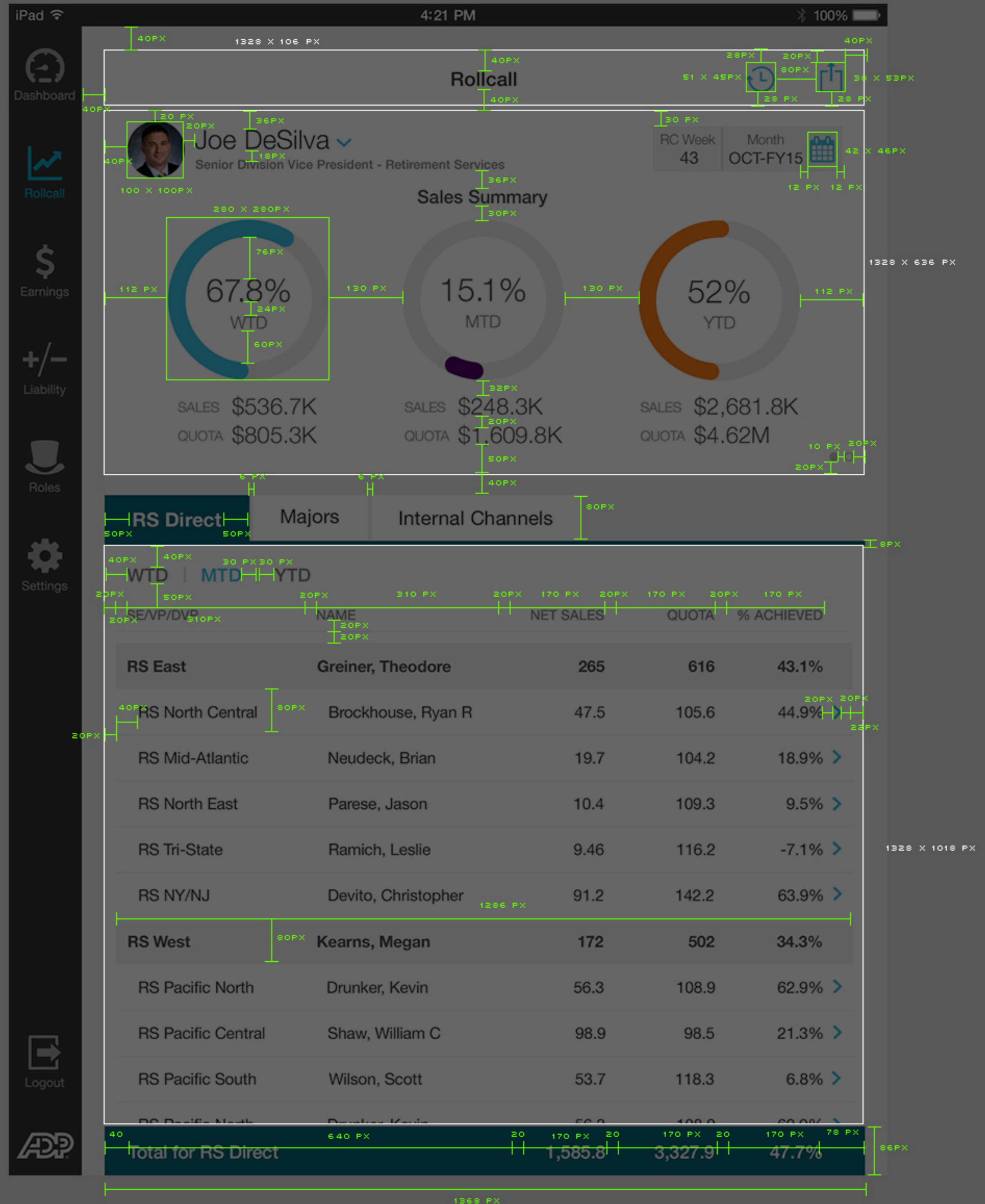
Notes / Revision History

The screenshot shows an iPad app interface for a 'Rollcall' summary. At the top, there's a status bar with 'iPad', signal strength, '4:21 PM', and '100%' battery. Below the status bar is a navigation bar with 'Rollcall' and two icons. The main content area features a user profile for 'Joe DeSilva', a 'Sales Summary' section with three donut charts (67.8% WTD, 15.1% MTD, 52% YTD), and a table with columns for 'SEVP/DVP', 'NAME', 'NET SALES', 'QUOTA', and '% ACHIEVED'. The table lists various regions like 'RS East', 'RS North Central', etc., and a 'Total for RS Direct' row at the bottom. A sidebar on the left contains navigation icons for 'Dashboard', 'Rollcall', 'Settings', 'Roles', and 'Logout'. Numerous white callout boxes with black text provide design specifications for various elements, including font families (Helvetica Neue), sizes, colors, and alignments.

Annotations:


- NAME:** Helvetica Neue Light, Size: 46px, Color: #333333, H Align: Left
- TITLE:** Helvetica Neue Medium, Size: 34px, Color: #333333, H Align: Center, V Align: Center
- SECTION TITLE:** Helvetica Neue Medium, Size: 32px, Color: #4c4c4c, H Align: Center, V Align: Center
- JOB TITLE:** Helvetica Neue Medium, Size: 22px, Color: #808080, H Align: Left
- PERCENTAGES:** Helvetica Neue Light, Size: 56px, Color: #4c4c4c, H Align: Center
- TITLES:** Helvetica Neue Light, Size: 24px, Color: #808080, H Align: Left, V Align: Center
- ACTIVE TAB:** Helvetica Neue Bold, Size: 34px, Color: #FFFFFF, H Align: Center, V Align: Center
- INACTIVE:** Helvetica Neue Medium, Size: 32px, Color: #808080
- SECTION:** Helvetica Neue Bold, Size: 28px, Color: #4C4C4C, V Align: Center, H Align: 2 left columns - Left align, H Align: 3 right columns: Right align
- TOTALS:** Helvetica Neue Medium, Size: 32px, Color: #FFFFFF, H Align: Center, V Align: Center
- DATE TITLES:** Helvetica Neue Light, Size: 24px, Color: #666666, H Align: Center
- DATES:** Helvetica Neue Regular, Size: 30px, Color: #4C4C4C, H Align: Center
- YTD, MTD, WTD:** Helvetica Neue Light, Size: 30px, Color: #808080
- \$ AMOUNTS:** Helvetica Neue Light, Size: 40px, Color: #4C4C4C
- ACTIVE:** Helvetica Neue Medium, Size: 32px, Color: #3E8E8E
- HEADERS:** Helvetica Neue Regular, Size: 24px, Color: #808080, V Align: Center, H Align: 2 left columns - Left align, H Align: 3 right columns: Right align
- CONTENT:** Helvetica Neue Regular, Size: 28px, Color: #333333, V Align: Center, H Align: 2 left columns - Left align, H Align: 3 right columns: Right align

Notes / Revision History



Notes / Revision History

iPad
4:21 PM
100%



Joe DeSilva ▼
 Senior Division Vice President - Retirement Services

RC Week: 43
 Month: OCT-FY15

Rollcall

Sales Summary

	NET SALES	QUOTA	% ACHIEVED	VARIANCE
WTD	57.2	805.3	67.8%	1,360.7
MTD	218.4	1,609.9	15.1%	1,852.3
YTD	2,424.8	4,661.6	52.0%	2,236.8

RS Direct
Majors
Internal Channels

WTD
MTD
YTD

SE/VP/DVP	NAME	NET SALES	QUOTA	% ACHIEVED
RS East	Greiner, Theodore	265	616	43.1%
RS North Central	Brockhouse, Ryan R	47.5	105.6	44.9% >
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% >
RS North East	Parese, Jason	10.4	109.3	9.5% >
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% >
RS NY/NJ	Devito, Christopher	91.2	142.2	63.9% >
RS West	Kearns, Megan	172	502	34.3%
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
RS Pacific Central	Shaw, William C	98.9	98.5	21.3% >
RS Pacific South	Wilson, Scott	53.7	118.3	6.8% >
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
Total for RS Direct		1,585.8	3,327.9	47.7%

Dashboard

Rollcall

Earnings

Liability

Roles

Settings

Logout



Notes / Revision History

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph

Joe DeSilva
Senior Division Vice President - Retirement Services

RC Week: 43 | Month: OCT-FY15

Sales Summary

	NET SALES	QUOTA	% ACHIEVED	VARIANCE
WTD	57.2	805.3	67.8%	1,360.7
MTD	218.4	1,609.9	15.1%	1,852.3
YTD	2,424.8	4,661.6	52.0%	2,236.8

RS Direct | Majors | Internal Channels

SE/VP/DVP	NAME	NET SALES	QUOTA	% ACHIEVED
RS East	Greiner, Theodore	265	616	43.1%
RS North Central	Brockhouse, Ryan R	47.5	105.6	44.9% >
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% >
RS North East	Parese, Jason	10.4	109.3	9.5% >
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% >
RS NY/NJ	Devito, Christopher	91.2	142.2	63.9% >
RS West	Kearns, Megan	172	502	34.3%
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
RS Pacific Central	Shaw, William C	98.9	98.5	21.3% >
RS Pacific South	Wilson, Scott	53.7	118.3	6.8% >
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
Total for RS Direct		1,585.8	3,327.9	47.7%

WTD, MTD, YTD: Helvetica Neue Light
Size: 40px Color: #999999
H Align: Left V Align: Center


RULE DIVIDER
Size: 1102px X 1px
Color: #D9D9D9

TITLES: Helvetica Neue Regular
Size: 24px Color: #808080
H Align: Right V Align: Center

NUMBERS: Helvetica Neue Light
Size: 40px Color: #4C4C4C
H Align: Right V Align: Center

iPad
4:21 PM
100%

Rollcall




Joe DeSilva ▼
Senior Division Vice President - Retirement Services

RC Week
43

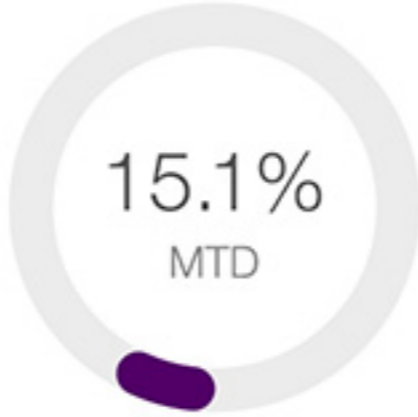
Month
OCT-FY15

Sales Summary




67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K



15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K



52%
YTD

SALES \$2,681.8K
QUOTA \$4.62M

RS Direct

Majors

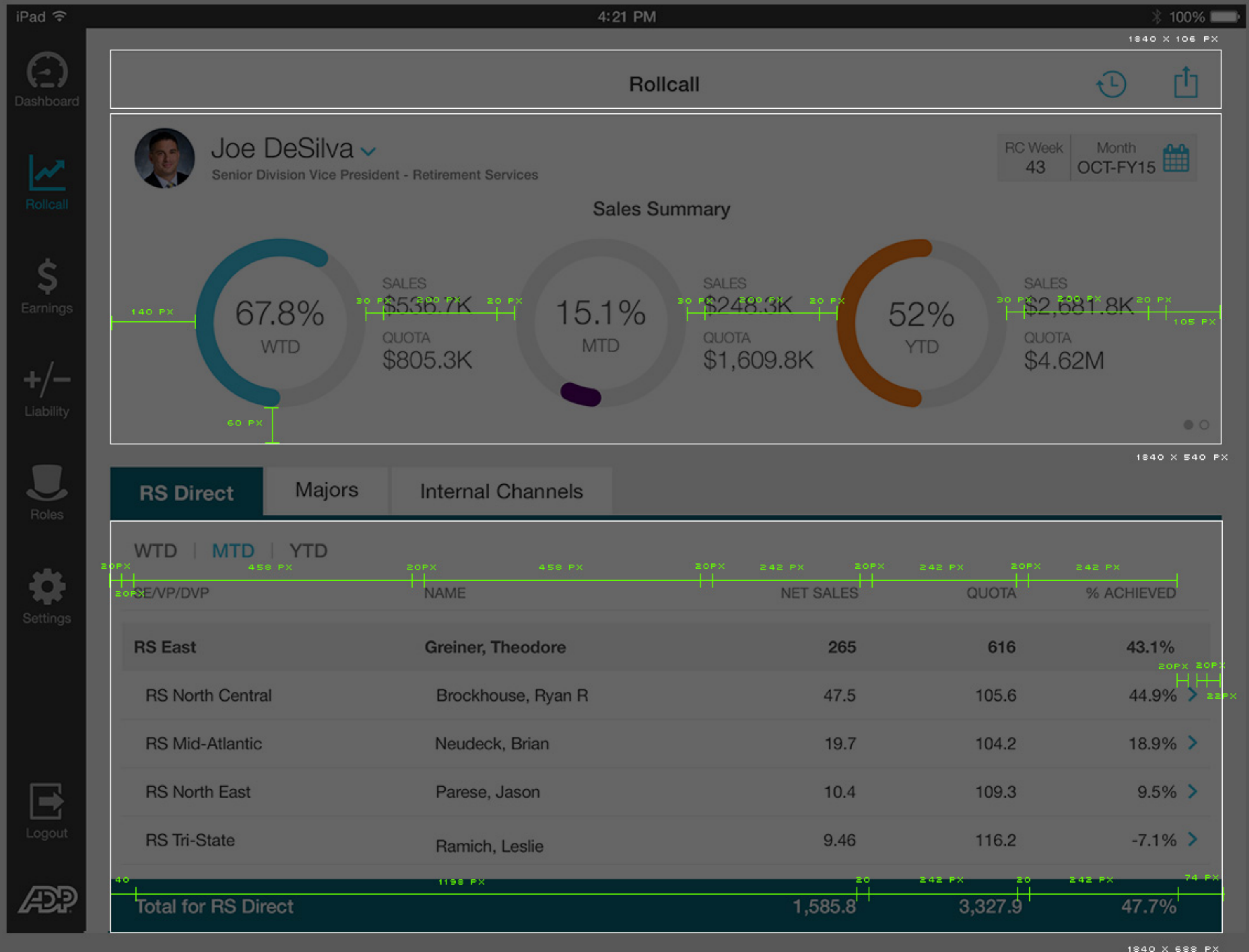
Internal Channels

WTD | MTD | YTD

SE/VP/DVP	NAME	NET SALES	QUOTA	% ACHIEVED
RS East	Greiner, Theodore	265	616	43.1%
RS North Central	Brockhouse, Ryan R	47.5	105.6	44.9% ▶
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% ▶
RS North East	Parese, Jason	10.4	109.3	9.5% ▶
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% ▶
Total for RS Direct		1,585.8	3,327.9	47.7%




FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph



Notes / Revision History

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Rollcall



Joe DeSilva v
Senior Division Vice President - Retirement Services

RC Week
43

Month
OCT-FY15

Sales Summary

	NET SALES	QUOTA	% ACHIEVED	VARIANCE
WTD	57.2	805.3	67.8%	1,360.7
MTD	218.4	1,609.9	15.1%	1,852.3
YTD	2,424.8	4,661.6	52.0%	2,236.8

RS Direct
Majors
Internal Channels

WTD | MTD | YTD

SE/VP/DVP	NAME	NET SALES	QUOTA	% ACHIEVED
RS East	Greiner, Theodore	265	616	43.1%
RS North Central	Brockhouse, Ryan R	47.5	105.6	44.9% >
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% >
RS North East	Parese, Jason	10.4	109.3	9.5% >
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% >
Total for RS Direct		1,585.8	3,327.9	47.7%



Notes / Revision History

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.1 - ADP SB iPad app: Rollcall Home Landscape Summary Graph

Rollcall

Joe DeSilva
Senior Division Vice President - Retirement Services

RC Week: 43 | Month: OCT-FY15

Sales Summary

	NET SALES	QUOTA	% ACHIEVED	VARIANCE
WTD	57.2	805.3	67.8%	1,360.7
MTD	218.4	1,609.9	15.1%	1,852.3
YTD	2,424.8	4,661.6	52.0%	2,236.8

RS Direct | Majors | Internal Channels

WTD | **MTD** | YTD

SEVP/DVP	NAME	NET SALES	QUOTA	% ACHIEVED
RS East	Greiner, Theodore	265	616	43.1%
RS North Central	Brockhouse, Ryan R	47.5	105.6	44.9% >
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% >
RS North East	Parese, Jason	10.4	109.3	9.5% >
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% >
Total for RS Direct		1,585.8	3,327.9	47.7%

Notes / Revision History

The screenshot shows an iPad interface for 'Retirement Services'. At the top, it displays 'Joe DeSilva' with a dropdown arrow and his title 'Senior Division Vice President - Retirement Services'. To the right, it shows 'RC Week 43' and 'Date OCT-FY15'. Below this, there are two circular progress indicators: one for '67.8% WTD' (blue) and one for '52% YTD' (orange). Each indicator is accompanied by 'SALES' and 'QUOTA' values. A contact modal is open over the 67.8% indicator, showing 'Email: joe.desilva@adp.com', 'Mobile: 917-555-1212', and 'Office: 267-555-1212'. Below the dashboard, there are tabs for 'RS Direct', 'Majors', and 'Internal Channels'. The 'RS Direct' tab is active, showing a table with columns for 'SE/VP/DVP', 'NAME', 'NET SALES', 'QUOTA', and '% ACHIEVED'. The table lists various regional representatives and their performance metrics. A total row at the bottom of the table shows 'Total for RS Direct' with a net sales of 1,585.8, a quota of 3,327.9, and 47.7% achievement. The ADP logo is visible in the bottom left corner of the app interface.

SE/VP/DVP	NAME	NET SALES	QUOTA	% ACHIEVED
RS East	Greiner, Theodore	265	616	43.1%
RS North Central	Brockhouse, Ryan R	47.5	105.6	44.9% >
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% >
RS North East	Parese, Jason	10.4	109.3	9.5% >
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% >
RS NY/NJ	Devito, Christopher	91.2	142.2	63.9% >
RS West	Kearns, Megan	172	502	34.3%
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
RS Pacific Central	Shaw, William C	98.9	98.5	21.3% >
RS Pacific South	Wilson, Scott	53.7	118.3	6.8% >
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
Total for RS Direct		1,585.8	3,327.9	47.7%

Notes / Revision History

The screenshot shows an iPad interface for the ADP app. A modal window titled "Retirement Services" is displayed over a background of a "Rollcall Home Portrait" for Joe DeSilva. The modal contains contact information for Joe DeSilva, including email, mobile, and office numbers. Design annotations are present throughout the modal, including titles, info, rule dividers, and icons.

Annotations:

- TITLES:** Helvetica Neue Regular, Size: 30px, Color: #3EBEDE
- INFO:** Helvetica Neue Regular, Size: 34px, Color: #4C4C4C
- RULE DIVIDER:** Size: 1px, Color: #CDCDCD
- ICONS:** V align: Center

Modal Content:

Joe DeSilva
 Senior Division Vice President - Retirement Services

Email: joe.desilva@adp.com
 Mobile: 917-555-1212
 Office: 267-555-1212

RC Week: 43, Date: OCT-FY15

SALES \$536.7K, QUOTA \$805.3K
 SALES \$248.3K, QUOTA \$1,609.8K
 SALES \$2,681.8K, QUOTA \$4.62M

50%

Table:

SE/VP/DVP	NAME	NET SALES	QUOTA	% ACHIEVED
RS East	Greiner, Theodore	265	616	43.1%
RS North Central	Brockhouse, Ryan R	47.5	105.6	44.9% >
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% >
RS North East	Parese, Jason	10.4	109.3	9.5% >
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% >
RS NY/NJ	Devito, Christopher	91.2	142.2	63.9% >
RS West	Kearns, Megan	172	502	34.3%
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
RS Pacific Central	Shaw, William C	98.9	98.5	21.3% >
RS Pacific South	Wilson, Scott	53.7	118.3	6.8% >
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
Total for RS Direct		1,585.8	3,327.9	47.7%

Notes / Revision History

iPad
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100%

Dashboard


Rollcall

Earnings

Liability

Settings

Retirement Services



Joe DeSilva ▼

Senior Division Vice President - Retirement Services

Last Updated

OTC Oct 23 4:00PM

RUN Oct 23 3:30PM

EPOPS Oct 23 12:00AM

Sales Summary

67.8%

WTD

SALES \$536.7K
QUOTA \$805.3K

15.1%

MTD

SALES \$248.3K
QUOTA \$1,609.8K

52.7%

YTD

SALES \$2,681.8K
QUOTA \$4.62M

RS Direct
Majors
Internal Channels

WTD | **MTD** | YTD

SE/VP/DVP	NAME	NET SALES	QUOTA	% ACHIEVED
RS East	Greiner, Theodore	265	616	43.1%
RS North Central	Brockhouse, Ryan R	47.5	105.6	44.9% >
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% >
RS North East	Parese, Jason	10.4	109.3	9.5% >
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% >
RS NY/NJ	Devito, Christopher	91.2	142.2	63.9% >
RS West	Kearns, Megan	172	502	34.3%
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
RS Pacific Central	Shaw, William C	98.9	98.5	21.3% >
RS Pacific South	Wilson, Scott	53.7	118.3	6.8% >
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
Total for RS Direct		1,585.8	3,327.9	47.7%

Notes / Revision History

Retirement Services

Joe DeSilva
 Senior Division Vice President - Retirement Services

67.8% WTD
 SALES \$536.7K
 QUOTA \$805.3K

15.1% MTD
 SALES \$248.3K
 QUOTA \$1,609.8K

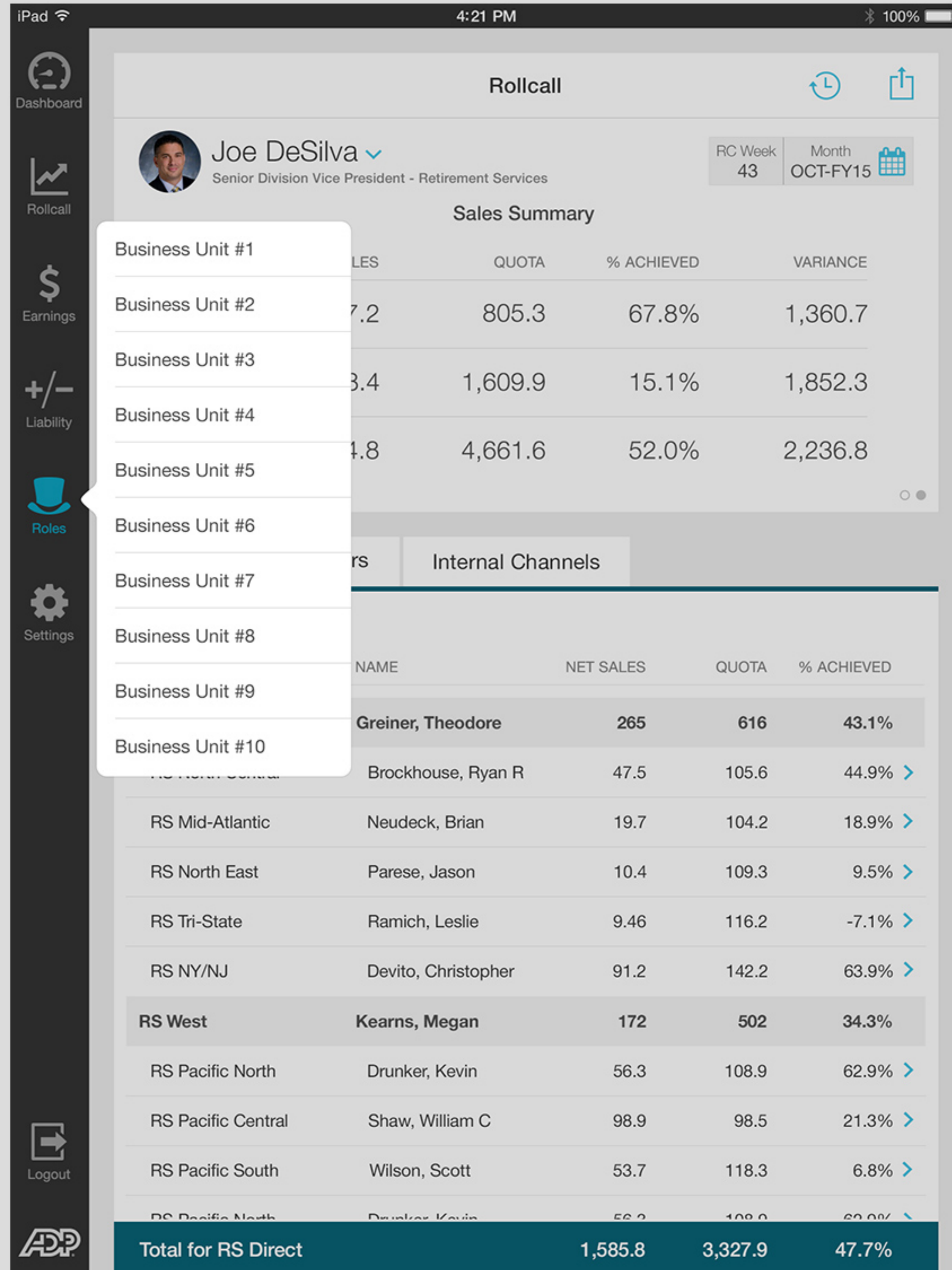
SALES \$2,681.8K
 QUOTA \$4.62M

SE/VP/DVP	NAME	NET SALES	QUOTA	% ACHIEVED
RS East	Greiner, Theodore	265	616	43.1%
RS North Central	Brockhouse, Ryan R	47.5	105.6	44.9% >
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% >
RS North East	Parese, Jason	10.4	109.3	9.5% >
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% >
RS NY/NJ	Devito, Christopher	91.2	142.2	63.9% >
RS West	Kearns, Megan	172	502	34.3%
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
RS Pacific Central	Shaw, William C	98.9	98.5	21.3% >
RS Pacific South	Wilson, Scott	53.7	118.3	6.8% >
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
Total for RS Direct		1,585.8	3,327.9	47.7%


Annotations:


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- TEXT: Helvetica Neue Regular, Size: 34px, Color: #4C4C4C, Valign: Center, H Align: Center
- RULE DIVIDER, Size: 1px, Color: #CDCDCD
- TEXT: Helvetica Neue Regular, Size: 34px, Color: #4C4C4C, Valign: Center, H Align: Right

Notes / Revision History



Rollcall

Joe DeSilva 
Senior Division Vice President - Retirement Services

RC Week: 43 | Month: OCT-FY15 

Sales Summary

Business Unit	Net Sales	Quota	% Achieved	Variance
Business Unit #1	7.2	805.3	67.8%	1,360.7
Business Unit #2	3.4	1,609.9	15.1%	1,852.3
Business Unit #3	1.8	4,661.6	52.0%	2,236.8
Business Unit #4				
Business Unit #5				
Business Unit #6				
Business Unit #7				
Business Unit #8				
Business Unit #9				
Business Unit #10				

Internal Channels

Channel	Name	Net Sales	Quota	% Achieved
	Greiner, Theodore	265	616	43.1%
	Brockhouse, Ryan R	47.5	105.6	44.9% >
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9% >
RS North East	Parese, Jason	10.4	109.3	9.5% >
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1% >
RS NY/NJ	Devito, Christopher	91.2	142.2	63.9% >
RS West	Kearns, Megan	172	502	34.3%
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >
RS Pacific Central	Shaw, William C	98.9	98.5	21.3% >
RS Pacific South	Wilson, Scott	53.7	118.3	6.8% >
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9% >

Total for RS Direct **1,585.8** **3,327.9** **47.7%**

Notes / Revision History

Annotations:

- TEXT: Helvetica Neue Regular**
Size: 30px Color: #4C4C4C
Valign: Center H Align: Left
- RULE DIVIDER**
Size: 1px Color: #CDCDCD

Background Table: Sales Summary

LES	QUOTA	% ACHIEVED	VARIANCE
7.2	805.3	67.8%	1,360.7
3.4	1,609.9	15.1%	1,852.3
4.8		52.0%	2,236.8

Internal Channels Table:

NAME	NET SALES	QUOTA	% ACHIEVED	
Greiner, Theodore	265	616	43.1%	
Brockhouse, Ryan R	47.5	105.6	44.9%	
RS Mid-Atlantic	Neudeck, Brian	19.7	104.2	18.9%
RS North East	Parese, Jason	10.4	109.3	9.5%
RS Tri-State	Ramich, Leslie	9.46	116.2	-7.1%
RS NY/NJ	Devito, Christopher	91.2	142.2	63.9%
RS West	Kearns, Megan	172	502	34.3%
RS Pacific North	Drunker, Kevin	56.3	108.9	62.9%
RS Pacific Central	Shaw, William C	98.9	98.5	21.3%
RS Pacific South	Wilson, Scott	53.7	118.3	6.8%
Total for RS Direct		1,585.8	3,327.9	47.7%

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Rollcall
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Ryan R. Brockhouse ▼
Senior Division Vice President - Retirement Services

RC Week
43

Month
OCT-FY15

Sales Summary

67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K

15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K

52%
YTD

SALES \$2,681.8K
QUOTA \$4.62M

Team

Sales Office

Sales Person

WTD | **MTD** | YTD

TEAM	ROLE	NET SALES	QUOTA	% ACHIEVED
Huffman, Theodore J.	RS MARSDM VP 60	265	616	43.1% >
Neudeck, Brian	RS MARSDM SE II 60	47.5	105.6	44.9% >
Brockhouse, Ryan R	RS MARSDM SE II 60	19.7	104.2	18.9% >
Parese, Jason	RS MARSDM SE II 60	10.4	109.3	9.5% >
Ramich, Leslie	RS MARSDM SE II 60	9.46	116.2	-7.1% >
Devito, Christopher	RS MARSDM SE II 60	91.2	142.2	63.9% >
Kearns, Megan	RS MARSDM SE II 60	172	502	34.3% >
Drunker, Kevin	RS MARSDM SE II 60	56.3	108.9	62.9% >
Shaw, William C	RS MARSDM SE II 60	98.9	98.5	21.3% >
Wilson, Scott	RS MARSDM SE II 60	53.7	118.3	6.8% >
Ryan R. Brockhouse		47,000	105,600	44.9%

Dashboard

Rollcall

Earnings

Liability

Roles

Settings

Logout

Notes / Revision History


FOR SPEC'S, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph

The screenshot displays the 'Rollcall' interface for Ryan R. Brockhouse, Senior Division Vice President - Retirement Services. The interface includes a sidebar with navigation options: Dashboard, Rollcall, Earnings, Liability, Roles, Settings, and Logout. The main content area shows a 'Sales Summary' with three donut charts: WTD (67.8%), MTD (15.1%), and YTD (52%). Below the charts is a table with columns for Team, Sales Office, and Sales Person. The table is filtered for 'WTD' and shows performance metrics for various team members, including Net Sales, Quota, and % Achieved.

TEAM	ROLE	NET SALES	QUOTA	% ACHIEVED
Huffman, Theodore J.	RS MARSDM VP 60	265	616	43.1%
Neudeck, Brian	RS MARSDM SE II 60	47.5	105.6	44.9%
Brockhouse, Ryan R	RS MARSDM SE II 60	19.7	104.2	18.9%
Parese, Jason	RS MARSDM SE II 60	10.4	109.3	9.5%
Ramich, Leslie	RS MARSDM SE II 60	9.46	116.2	-7.1%
Devito, Christopher	RS MARSDM SE II 60	91.2	142.2	63.9%
Kearns, Megan	RS MARSDM SE II 60	172	502	34.3%
Drunker, Kevin	RS MARSDM SE II 60	56.3	108.9	62.9%
Shaw, William C	RS MARSDM SE II 60	98.9	98.5	21.3%
Wilson, Scott	RS MARSDM SE II 60	53.7	118.3	6.8%
Drunker, Kevin	RS MARSDM SE II 60	56.2	108.9	62.9%
Ryan R. Brockhouse		47,000	105,600	44.9%

iPad
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Rollcall
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Ryan R. Brockhouse ▼
Senior Division Vice President - Retirement Services

RC Week
43

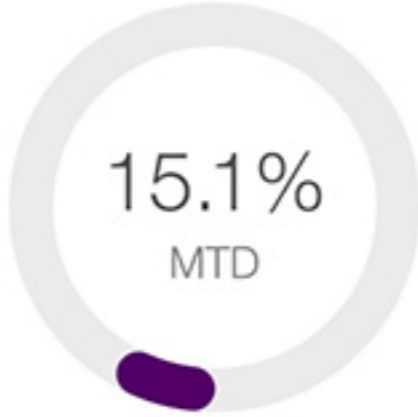
Month
OCT-FY15

Sales Summary




67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K



15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K



52%
YTD

SALES \$2,681.8K
QUOTA \$4.62M

Team
Sales Office
Sales Person

WTD | MTD | YTD

TEAM	ROLE	NET SALES	QUOTA	% ACHIEVED
Huffman, Theodore J.	RS MARSDM VP 60	265	616	43.1% >
Neudeck, Brian	RS MARSDM SE II 60	47.5	105.6	44.9% >
Brockhouse, Ryan R	RS MARSDM SE II 60	19.7	104.2	18.9% >
Parese, Jason	RS MARSDM SE II 60	10.4	109.3	9.5% >
Ramich, Leslie	RS MARSDM SE II 60	9.46	116.2	-7.1% >
Devito, Christopher	RS MARSDM SE II 60	91.2	142.2	63.9% >
Ryan R. Brockhouse		47,000	105,600	44.9%




SPECS FOR THIS PAGE ARE THE SAME AS: 2.1 - ADP SB iPad app: Rollcall Home Landscape Summary Graph

Rollcall

Ryan R. Brockhouse
Senior Division Vice President - Retirement Services

RC Week: 43 | Month: OCT-FY15


Sales Summary

Period	% Achieved	Sales	Quota
WTD	67.8%	\$536.7K	\$805.3K
MTD	15.1%	\$248.3K	\$1,609.8K
YTD	52%	\$2,681.8K	\$4.62M

Team	Role	Net Sales	Quota	% Achieved
Huffman, Theodore J.	RS MARSDM VP 60	265	616	43.1%
Neudeck, Brian	RS MARSDM SE II 60	47.5	105.6	44.9%
Brockhouse, Ryan R	RS MARSDM SE II 60	19.7	104.2	18.9%
Parese, Jason	RS MARSDM SE II 60	10.4	109.3	9.5%
Ramich, Leslie	RS MARSDM SE II 60	9.46	116.2	-7.1%
Devito, Christopher	RS MARSDM SE II 60	91.2	142.2	63.9%
Ryan R. Brockhouse		47,000	105,600	44.9%

iPad
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Rollcall
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Theodore J. Huffman ▼
Senior Division Vice President - Retirement Services

RC Week
43

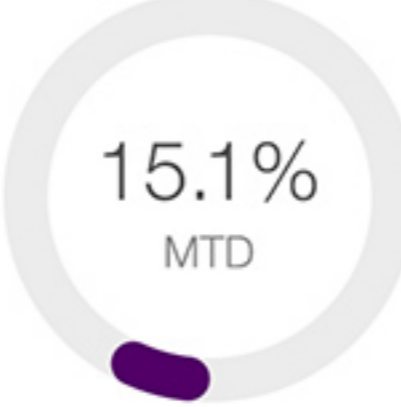
Month
OCT-FY15

Sales Summary




67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K



15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K



52%
YTD

SALES \$2,681.8K
QUOTA \$4.62M

Team
Sales Office

WTD | MTD | YTD

TEAM	SALES OFFICE	NET SALES	QUOTA	% ACHIEVED
Overgaard, Mark P.	RS 4941 Mid Atlantic MAR DMs	265	616	43.1% >
Neudeck, Brian	RS 4941 Mid Atlantic MAR DMs	47.5	105.6	44.9% >
Brockhouse, Ryan R	RS 4941 Mid Atlantic MAR DMs	19.7	104.2	18.9% >
Parese, Jason	RS 4941 Mid Atlantic MAR DMs	10.4	109.3	9.5% >
Ramich, Leslie	RS 4941 Mid Atlantic MAR DMs	9.46	116.2	-7.1% >
Devito, Christopher	RS 4941 Mid Atlantic MAR DMs	91.2	142.2	63.9% >
Kearns, Megan	RS 4941 Mid Atlantic MAR DMs	172	502	34.3% >
Drunker, Kevin	RS 4941 Mid Atlantic MAR DMs	56.3	108.9	62.9% >
Shaw, William C	RS 4941 Mid Atlantic MAR DMs	98.9	98.5	21.3% >
Wilson, Scott	RS 4941 Mid Atlantic MAR DMs	53.7	118.3	6.8% >
Theodore J. Huffman		2,424.8	4,661.6	52%

Dashboard

Rollcall

Earnings

Liability

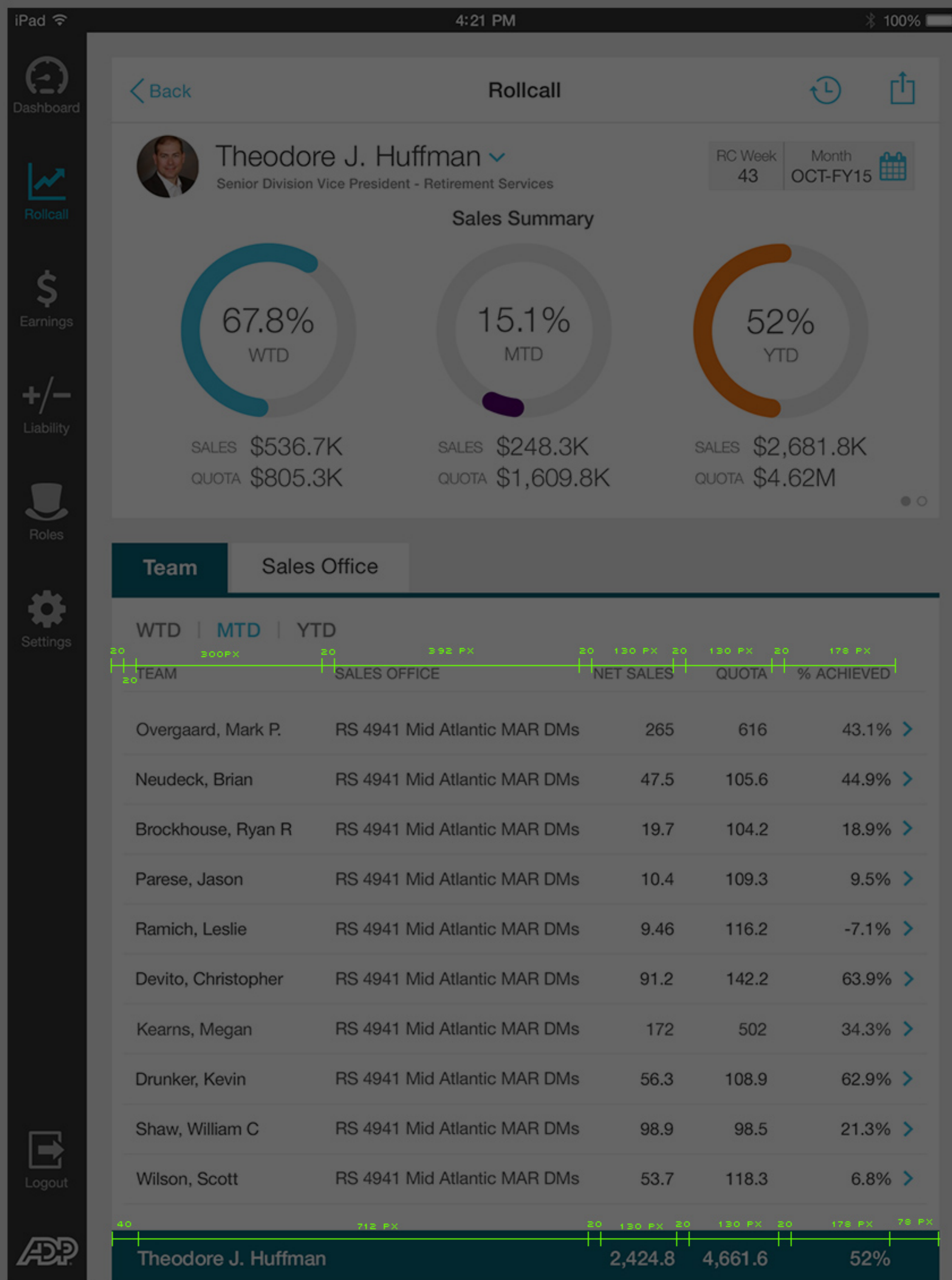
Roles

Settings

Logout




FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph



iPad
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Rollcall
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Theodore J. Huffman ▼
Senior Division Vice President - Retirement Services

RC Week
43

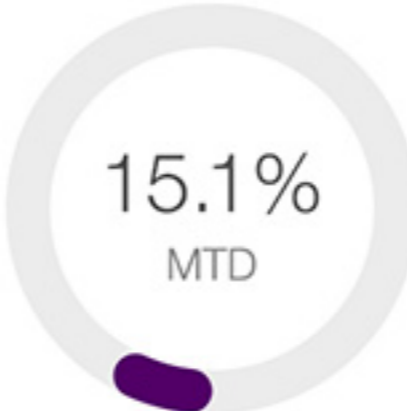
Month
OCT-FY15 📅

Sales Summary




67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K



15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K




52%
YTD


SALES \$2,681.8K
QUOTA \$4.62M


Team
Sales Office

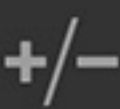
WTD
MTD
YTD


TEAM	SALES OFFICE	NET SALES	QUOTA	% ACHIEVED
Overgaard, Mark P.	RS 4941 Mid Atlantic MAR DMs	265	616	43.1% ➤
Neudeck, Brian	RS 4941 Mid Atlantic MAR DMs	47.5	105.6	44.9% ➤
Brockhouse, Ryan R	RS 4941 Mid Atlantic MAR DMs	19.7	104.2	18.9% ➤
Parese, Jason	RS 4941 Mid Atlantic MAR DMs	10.4	109.3	9.5% ➤
Ramich, Leslie	RS 4941 Mid Atlantic MAR DMs	9.46	116.2	-7.1% ➤
Devito, Christopher	RS 4941 Mid Atlantic MAR DMs	91.2	142.2	63.9% ➤
Theodore J. Huffman		2,424.8	4,661.6	52%


 Dashboard


 Rollcall


 Earnings

 Liability

 Roles

 Settings

 Logout

 ADP

Notes / Revision History

MOST SPECS FOR THIS PAGE ARE THE SAME AS IN: 2.1 - ADP SB iPad app: Rollcall Home Landscape Summary Graph

Rollcall

Theodore J. Huffman
 Senior Division Vice President - Retirement Services

RC Week: 43 | Month: OCT-FY15

Sales Summary


Period	Sales	Quota	% Achieved
WTD	\$536.7K	\$805.3K	67.8%
MTD	\$248.3K	\$1,609.8K	15.1%
YTD	\$2,681.8K	\$4.62M	52%

Team | Sales Office

Team	WTD	MTD	YTD
SALES OFFICE	400 PX	484 PX	174 PX
NET SALES	20	20	328 PX
QUOTA	20	20	268 PX
% ACHIEVED			
Overgaard, Mark P.			265
Neudeck, Brian			47.5
Brockhouse, Ryan R			19.7
Parese, Jason			10.4
Ramich, Leslie			9.46
Devito, Christopher			91.2
Theodore J. Huffman	304 PX	304 PX	2,424.8


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Rollcall
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Theodore J. Huffman ▼
Senior Division Vice President - Retirement Services

RC Week
43

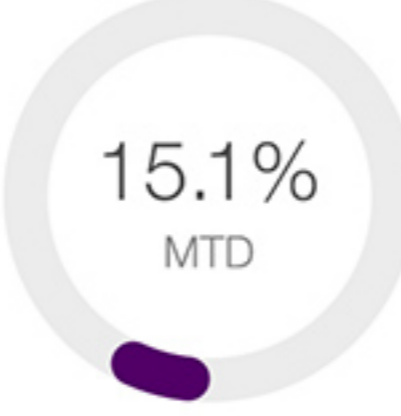
Month
OCT-FY15 

Sales Summary




67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K



15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K




52%
YTD


SALES \$2,681.8K
QUOTA \$4.62M


Team
Sales Office


WTD | MTD | YTD


SALES OFFICE	NET SALES	QUOTA	% ACHIEVED
RS 0174 Mid Atlantic - MA	265	616	43.1% >
RS 2004 Northeast	47.5	105.6	44.9% >
RS 2004 Upstate	19.7	104.2	18.9% >
RS 4104 Midwest	10.4	109.3	9.5% >
RS 4202 AVP West	9.46	116.2	-7.1% >
RS 4205 Pacific South	91.2	142.2	63.9% >
RS 0174 Nrth Central	172	502	34.3% >
RS 2004 Southwest	56.3	108.9	62.9% >
RS 2004 AVP Southeast	98.9	98.5	21.3% >
RS 4104 Tri-State 2	53.7	118.3	6.8% >
Theodore J. Huffman	2,424.8	4,661.6	52%



Dashboard



Rollcall



Earnings


Liability


Roles

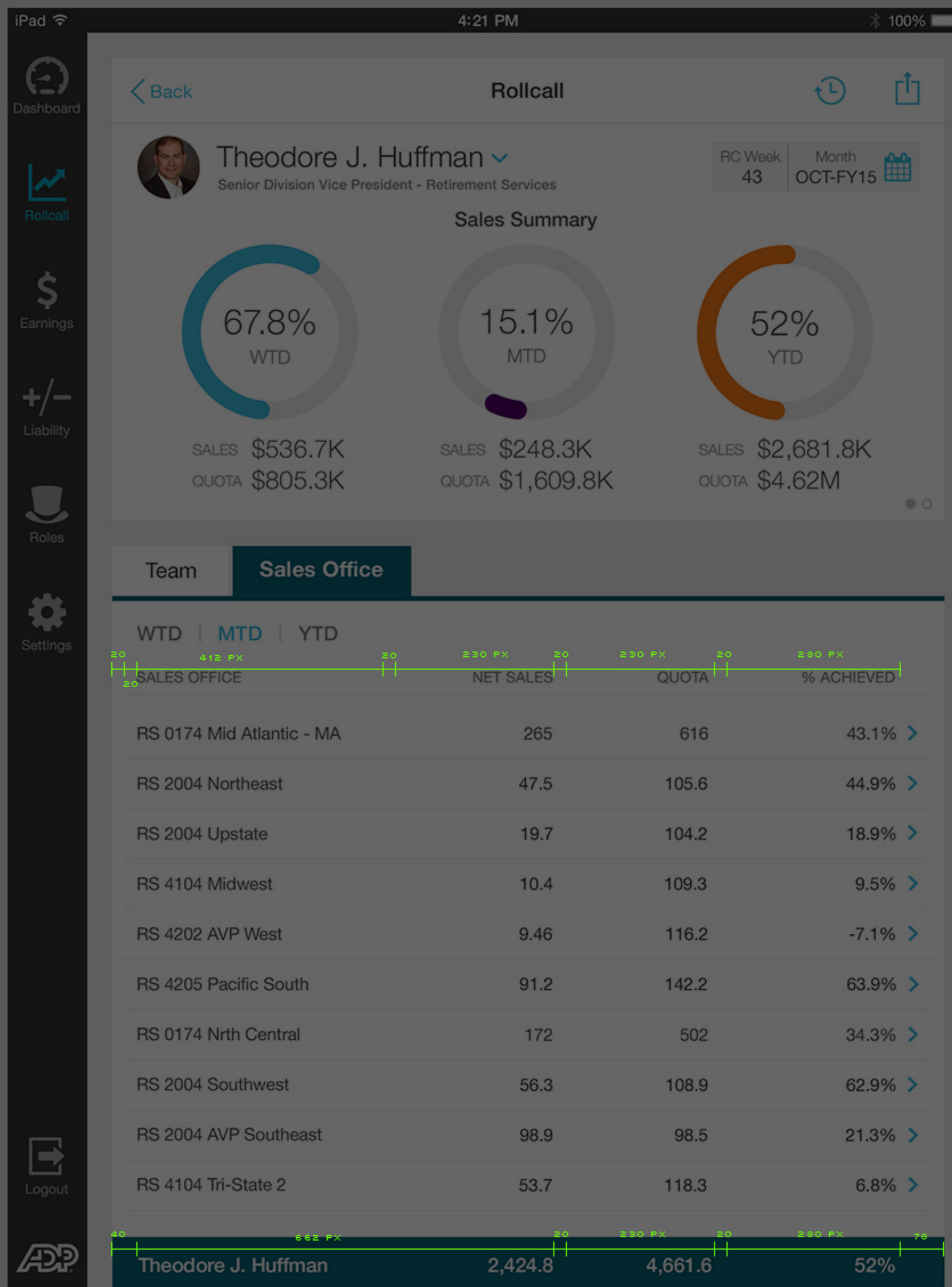

Settings


Logout




Notes / Revision History

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph



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Rollcall
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Theodore J. Huffman v
Senior Division Vice President - Retirement Services

RC Week: 43

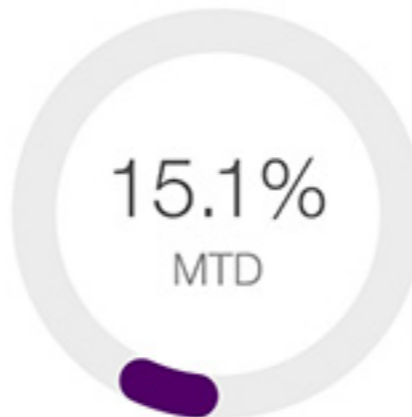
Month: OCT-FY15 📅

Sales Summary




67.8%
WTD

SALES \$536.7K
QUOTA \$805.3K



15.1%
MTD

SALES \$248.3K
QUOTA \$1,609.8K



52%
YTD

SALES \$2,681.8K
QUOTA \$4.62M

Team
Sales Office

WTD | MTD | YTD

SALES OFFICE	NET SALES	QUOTA	% ACHIEVED
RS 0174 Mid Atlantic - MA	265	616	43.1% >
RS 2004 Northeast	47.5	105.6	44.9% >
RS 2004 Upstate	19.7	104.2	18.9% >
RS 4104 Midwest	10.4	109.3	9.5% >
RS 4202 AVP West	9.46	116.2	-7.1% >
RS 4205 Pacific South	91.2	142.2	63.9% >
Theodore J. Huffman	2,424.8	4,661.6	52%

Dashboard

Rollcall


Earnings

Liability

Roles

Settings

Logout



FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.1 - ADP SB iPad app: Rollcall Home Landscape Summary Graph

Sales Summary


Period	% Achieved	SALES	QUOTA
WTD	67.8%	\$536.7K	\$805.3K
MTD	15.1%	\$248.3K	\$1,609.8K
YTD	52%	\$2,681.8K	\$4.62M

Team: Sales Office

Region	NET SALES	QUOTA	% ACHIEVED
SALES OFFICE	460 PX	20	
RS 0174 Mid Atlantic - MA	265	616	43.1%
RS 2004 Northeast	47.5	105.6	44.9%
RS 2004 Upstate	19.7	104.2	18.9%
RS 4104 Midwest	10.4	109.3	9.5%
RS 4202 AVP West	9.46	116.2	-7.1%
RS 4205 Pacific South	960 PX	01 220	380PX 142 220
Theodore J. Huffman	2,424.8	4,661.6	52%

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Rollcall Transactions
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Mark P. Overgaard ▼
Executive Vice President - Retirement Services

RC Week
43

Month
OCT-FY15

Rollcall Transactions

OFFICE	PE CODE	PRODUCT	PE NAME	RC \$ IMPACT
▼ Brackett Holding Corp #11232				↔ \$17,421
▲ Brackett Street Properties #473194				↔ \$14,566
RS 4943	0042-35-934567	ADP 401K Service	Bracket Street Properties	↔ \$8,621 >
RS 4943	0042-47-627938	ADP 401K Service	Bracket Street Properties	\$5,935 >
▼ Proxim #290053				\$536
▼ Sunwize Technologies #671839				\$16,635
▲ Estuate, Inc #934082				\$1,893
RS 4943	0042-76-421251	ADP 401K Service	Estuate, Inc	\$1,893 >
▲ Central Valley Specialty #396012				\$6,752
RS 4943	0042-35-934567	Mid Market 401K	Central Valley Specialty	\$6,752 >
▲ Equifax Corp #290334				\$8,635
RS 4943	0042-66-511764	ADP 401K Service	Equifax Corp	\$8,635 >
▲ Proxim #290053				\$536
RS 4943	0042-76-421251	Mid Market 401K	Proxim	\$536 >
▼ Proxim #290053				\$536
▼ Sunwize Technologies #671839				\$16,635
▲ Estuate, Inc #934082				\$1,893
RS 4943	0042-76-421251	ADP 401K Service	Estuate, Inc	\$1,893 >
Mark P. Overgaard				\$63,835

Dashboard
Rollcall
Earnings
Liability
Roles
Settings
Logout


Notes / Revision History

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph

Rollcall Transactions

Mark P. Overgaard
Executive Vice President - Retirement S

RC Week: 43 | Month: OCT-FY15

OFFICE	PE CODE	PRODUCT	PE NAME	RC \$ IMPACT
Brackett Holding Corp #11232				\$17,421
Brackett Street Properties #473194				\$14,566
RS 4943	0042-35-934567	ADP 401K Service	Bracket Street Properties	\$8,621
RS 4943	0042-47-627938	ADP 401K Service	Bracket Street Properties	\$5,925
Proxim #290053				\$536
Sunwise Technologies #671839				\$16,635
Estate, Inc #934082				\$1,893
RS 4943	0042-76-421251	ADP 401K Service	Estate, Inc	\$1,893
Central Valley Specialty #396012				\$6,752
RS 4943	0042-35-934567	Mid Market 401K	Central Valley Specialty	\$6,752
Equifax Corp #290334				\$8,635
RS 4943	0042-66-511764	ADP 401K Service	Equifax Corp	\$8,635
Proxim #290053				\$536
RS 4943	0042-76-421251	Mid Market 401K	Proxim	\$536
Proxim #290053				\$536
Sunwise Technologies #671839				\$16,635
Estate, Inc #934082				\$1,893
RS 4943	0042-76-421251	ADP 401K Service	Estate, Inc	\$1,893
Mark P. Overgaard				\$63,835

TITLE: Helvetica Neue Medium
 Size: 40px Color: #333333
 H Align: Center V Align: Center

RULE DIVIDER
 Size: 1328px X 1 px Color: #CCCCCC

HEADERS: Helvetica Neue Regular
 Size: 24px Color: #808080
 V Align: Center
 H Align: 4 left columns - Left align
 H Align: 1 right columns - Right align

SECTION: Helvetica Neue Bold
 Size: 28px Color: #4C4C4C
 V Align: Center
 H Align: left column - Left align
 H Align: right column - Right align

CONTENT: Helvetica Neue Regular
 Size: 28px Color: #333333
 V Align: Center
 H Align: 4 left columns - Left align
 H Align: 1 right column - Right align



BAR BG - Color #F2F2F2


RULE DIVIDER
 Size: 1328px X 1 px Color: #CCCCCC

Notes / Revision History

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Rollcall - Transactions




Mark P. Overgaard v

Executive Vice President - Retirement Services


RC Week
43


Month
OCT-FY15




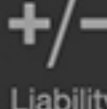
Rollcall Transactions


OFFICE	PE CODE	PRODUCT	PE NAME	RC \$ IMPACT
▼ Brackett Holding Corp #11232				↔ \$17,421
▲ Brackett Street Properties #473194				↔ \$14,566
RS 4943	0042-35-934567	ADP 401K Service	Bracket Street Properties	↔ \$8,621 >
RS 4943	0042-47-627938	ADP 401K Service	Bracket Street Properties	\$5,935 >
▼ Proxim #290053				\$536
▼ Sunwize Technologies #671839				\$16,635
▲ Estuate, Inc #934082				\$1,893
RS 4943	0042-76-421251	ADP 401K Service	Estuate, Inc	\$1,893 >
▲ Central Valley Specialty #396012				\$6,752
RS 4943	0042-35-934567	Mid Market 401K	Central Valley Speciality	\$6,752 >
▲ Equifax Corp #290334				\$8,635
Mark P. Overgaard				\$63,835



Dashboard



Rollcall



Earnings


Liability


Roles


Settings


Logout



Notes / Revision History

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.6 - ADP SB iPad app: Rollcall Manager Transactions Portrait

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Rollcall - Transactions
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Mark P. Overgaard ▼
Executive Vice President - Retirement Services

RC Week
43

Month
OCT-FY15 📅

Rollcall Transactions

OFFICE	PE CODE	PRODUCT	PE NAME	RC \$ IMPACT
▼ Brackett Holding Corp #11232				↔ \$17,421
▲ Brackett Street Properties #473194				↔ \$14,566
RS 4943	0042-35-934567	ADP 401K Service	Bracket Street Properties	↔ \$8,621 >
RS 4943	0042-47-627938	ADP 401K Service	Bracket Street Properties	\$5,935 >
▼ Proxim #290053				\$536
▼ Sunwize Technologies #671839				\$16,635
▲ Estuate, Inc #934082				\$1,893
RS 4943	0042-76-421251	ADP 401K Service	Estuate, Inc	\$1,893 >
▲ Central Valley Specialty #396012				\$6,752
RS 4943	0042-35-934567	Mid Market 401K	Central Valley Speciality	\$6,752 >
▲ Equifax Corp #290334				\$8,635
Mark P. Overgaard				\$63,835

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Earnings

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Notes / Revision History

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Rollcall Transaction Detail
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0042-76-421251

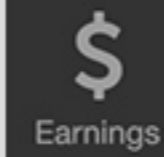
RC Week
43

Month
OCT-FY15 

Rollcall Transactions

FEATURE	ITEM DESCRIPTION	RC%	TRANSACTION TYPE	RC \$ IMPACT
66-F00002	Base Change	40%	New Product Entity	\$3,978.00
66-F00014	401K ARC	30%	New Product Entity	\$2,983.00
66-F00022	Record Keeping Participant(s)	30%	New Product Entity	\$2,983.00

ADP
0042-76-421251
\$9,945.00



Notes / Revision History

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph

NUMBER: Helvetica Neue Light
 Size: 46px Color: #4c4c4c
 H Align: Left V Align: Center

Rollcall Transaction Detail

0042-76-421251

RC Week: 43 Month: OCT-FY15

Rollcall Transactions

FEATURE	ITEM DESCRIPTION	RC%	TRANSACTION TYPE	RC \$ IMPACT
66-F00002	Base Change	40%	New Product Entity	\$3,978.00
66-F00014	401K ARC	30%	New Product Entity	\$2,983.00
66-F00022	Record Keeping Participant(s)	30%	New Product Entity	\$2,983.00

Summary: 0042-76-421251 \$9,945.00

Design Annotations:

- Helvetica Neue Regular, Size: 28px, Color: #333333, V Align: Center, H Align: Left
- Helvetica Neue Regular, Size: 28px, Color: #333333, V Align: Center, H Align: Left
- Helvetica Neue Regular, Size: 28px, Color: #333333, V Align: Center, H Align: Left
- Helvetica Neue Regular, Size: 28px, Color: #333333, V Align: Center, H Align: Right
- Helvetica Neue Regular, Size: 28px, Color: #333333, V Align: Center, H Align: Right


Notes / Revision History

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Rollcall Transaction Detail
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0042-76-421251

RC Week
43

Month
OCT-FY15 

Rollcall Transactions

FEATURE	ITEM DESCRIPTION	RC%	TRANSACTION TYPE	RC \$ IMPACT
RS 4943	Base Change	40%	New Product Entity	\$3,978.00
RS 4943	401K ARC	30%	New Product Entity	\$2,983.00
RS 4943	Record Keeping Participant(s)	30%	New Product Entity	\$2,983.00

0042-76-421251
\$9,945.00



Notes / Revision History

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.6 - ADP SB iPad app: Rollcall Manager Transactions Details Portrait

The screenshot shows the iPad app interface for 'Rollcall Transaction Detail'. At the top, it displays the ID '0042-76-421251' and the current date '4:21 PM' with a 100% battery level. Below the ID, there are filters for 'RC Week 43' and 'Month OCT-FY15'. The main section is titled 'Rollcall Transactions' and contains a table with the following data:

FEATURE	ITEM DESCRIPTION	RC%	TRANSACTION TYPE	RC \$ IMPACT
RS 4943	Base Change	40%	New Product Entity	\$3,978.00
RS 4943	401K ARC	30%	New Product Entity	\$2,983.00
RS 4943	Record Keeping Participant(s)	30%	New Product Entity	\$2,983.00

At the bottom of the screen, a summary bar shows the ID '0042-76-421251' and a total value of '\$9,945.00'. A vertical sidebar on the left contains navigation icons for Dashboard, Rollcall, Earnings, Liability, Roles, Settings, and Logout, along with the ADP logo at the bottom.

iPad
4:21 PM
100%

Earnings Summary

Joe DeSilva ▼

Senior Division Vice President - Retirement Services

[Roles](#) [Comp Plan](#) [Notes](#)

FY 2014 ▼

BEGINNING BALANCE	TOTAL EARNINGS	TOTAL PAYMENTS	ENDING BALANCE
\$0	\$50,282.92	\$13,805.36	\$36,477.56

Sales & Earnings

Sales	JUL 2013	AUG 2013	SEP 2013	OCT 2013	NOV 2013
YTD Sales	\$3,675,953	\$9,658,847	\$16,286,017	\$22,196,006	\$3,119,777
YTD Sales Quota	\$4,176,683	\$10,040,600	\$17,412,853	\$24,792,523	\$507,026
YTD Sales %	88.01%	96.14%	95.37%	91.42%	89.45%
YTD Sales IB Pts	74.03%	84.76%	80.50%	82.21%	84.12%
YTD IB at 100%	\$1,312.87	\$2,953.95	\$4,929.37	\$7,524.93	\$6,553.12

Earnings	JUL 2013	AUG 2013	SEP 2013	OCT 2013	NOV 2013
Beginning Balance	\$9,658,847	\$4,176,683	\$17,412,853	\$10,040,600	\$1,312.87
Sales Earnings	\$10,040,600	\$1,312.87	\$4,929.37	\$2,953.95	\$9,658,847
Carryover Earnings	\$2,953.95	\$9,658,847	\$3,119,777	\$4,176,683	\$10,040,600
Manual Earnings	\$4,176,683	\$10,040,600	\$507,026	\$1,312.87	\$2,953.95
Contest Earnings	\$1,312.87	\$2,953.95	\$6,553.12	\$22,196,006	\$4,176,683
Earnings Sub Total	\$3,675,953	\$4,176,683	\$3,119,777	\$24,792,523	\$1,312.87
Recoverable	\$4,176,683	\$1,312.87	\$507,026	\$7,524.93	\$3,119,777

Notes / Revision History

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph

The screenshot shows the 'Earnings Summary' screen for Joe DeSilva, Senior Division Vice President - Retirement Services. The screen is annotated with various callouts and rules. The main content includes a summary table and a 'Sales & Earnings' table.

Earnings Summary Table:

	BEGINNING BALANCE	TOTAL EARNINGS	TOTAL PAYMENTS	ENDING BALANCE
	\$0	\$50,282.92	\$13,805.36	\$36,477.56

Sales & Earnings Table:

	JUL 2013	AUG 2013	SEP 2013	OCT 2013	NOV 2013
YTD Sales	\$3,675,953	\$9,658,847	\$16,286,017	\$22,196,006	\$3,119,777
YTD Sales Quota	\$4,176,683	\$10,040,600	\$17,412,853	\$24,792,523	\$507,026
YTD Sales %	88.01%	96.14%	95.37%	91.42%	89.45%
YTD Sales IB Pts	74.03%	84.76%	80.50%	82.21%	84.12%
YTD IB at 100%	\$1,312.87	\$2,953.95	\$4,929.37	\$7,524.93	\$6,553.12

Earnings Table:

	JUL 2013	AUG 2013	SEP 2013	OCT 2013	NOV 2013
Beginning Balance	\$9,658,847	\$4,176,683	\$17,412,853	\$10,040,600	\$1,312.87
Sales Earnings	\$10,040,600	\$1,312.87	\$4,929.37	\$2,953.95	\$9,658,847
Carryover Earnings	\$2,953.95	\$9,658,847	\$3,119,777	\$4,176,683	\$10,040,600
Manual Earnings	\$4,176,683	\$10,040,600	\$507,026	\$1,312.87	\$2,953.95
Contest Earnings	\$1,312.87	\$2,953.95	\$6,553.12	\$22,196,006	\$4,176,683
Earnings Sub Total	\$3,675,953	\$4,176,683	\$3,119,777	\$24,792,523	\$1,312.87
Recoverable	\$4,176,683	\$1,312.87	\$507,026	\$7,524.93	\$3,119,777

Annotations and Callouts:

- Job Title:** Helvetica Neue Med (Size: 32px, Color: #333333)
- Job Title:** Helvetica Neue Light (Size: 40px, Color: #4c4c4c)
- Table Titles:** Helvetica Neue Reg (Size: 24px, Color: #808080)
- Sales Title:** Helvetica Neue Reg (Size: 28px, Color: #333333)
- Job Title:** Helvetica Neue Bold (Size: 28px, Color: #333333)
- Job Title:** Helvetica Neue Bold (Size: 28px, Color: #3e3e3e)
- Rule Dividers:** Multiple instances of 'RULE DIVIDER' with sizes and colors (e.g., #CCCCCC, #E5E5E5).
- Bar BG:** Color #EDED
- Rule Under Gray Bar:** Size: 150px X 1 px, Color: #E5E5E5
- Rule Dividers (Fully Scrolled):** Size: 936px X 1 px, Color: #CCCCCC

FOR ITEMS NOT SPEC'D OUT HERE, PLEASE REFER TO: 2.0 - ADP SB iPad app: Rollcall Home Portrait Summary Graph

iPad 4:21 PM 100%

Earnings Summary

Joe DeSilva ▼

Senior Division Vice President - Retirement Services

FY 2014 ▼

Roles
Comp Plan
Notes

	BEGINNING BALANCE	TOTAL EARNINGS	TOTAL PAYMENTS	ENDING BALANCE
	\$0	\$50,282.92	\$13,805.36	\$36,477.56

Sales & Earnings

▼ Sales

	JUL 2013	AUG 2013	SEP 2013	OCT 2013	NOV 2013
YTD Sales	\$3,675,953	\$9,658,847	\$16,286,017	\$22,196,006	\$3,119,777
YTD Sales Quota	\$4,176,683	\$10,040,600	\$17,412,853	\$24,792,523	\$507,026
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YTD IB at 100%	\$1,312.87	\$2,953.95	\$4,929.37	\$7,524.93	\$6,553.12

▼ Earnings

	JUL 2013	AUG 2013	SEP 2013	OCT 2013	NOV 2013
Beginning Balance	\$9,658,847	\$4,176,683	\$17,412,853	\$10,040,600	\$1,312.87
Sales Earnings	\$10,040,600	\$1,312.87	\$4,929.37	\$2,953.95	\$9,658,847
Carryover Earnings	\$2,953.95	\$9,658,847	\$3,119,777	\$4,176,683	\$10,040,600
Manual Earnings	\$4,176,683	\$10,040,600	\$507,026	\$1,312.87	\$2,953.95
Contest Earnings	\$1,312.87	\$2,953.95	\$6,553.12	\$22,196,006	\$4,176,683
Earnings Sub Total	\$3,675,953	\$4,176,683	\$3,119,777	\$24,792,523	\$1,312.87
Recoverable	\$4,176,683	\$1,312.87	\$507,026	\$7,524.93	\$3,119,777

- Dashboard
- Rollcall
- Earnings
- Liability
- Roles
- Settings
- Logout
-

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Earnings Summary

Joe DeSilva ▼

Senior Division Vice President - Retirement Services

[Roles](#)
[Comp Plan](#)
[Notes](#)

FY 2014 ▼

BEGINNING BALANCE	TOTAL EARNINGS	TOTAL PAYMENTS	ENDING BALANCE
	\$0	\$50,282.92	\$13,805.36
			\$36,477.56

Sales & Earnings

▲ Sales


▼ Earnings

	JUL 2013	AUG 2013	SEP 2013	OCT 2013	NOV 2013
Beginning Balance	\$9,658,847	\$4,176,683	\$17,412,853	\$10,040,600	\$1,312.87
Sales Earnings	\$10,040,600	\$1,312.87	\$4,929.37	\$2,953.95	\$9,658,847
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Manual Earnings	\$4,176,683	\$10,040,600	\$507,026	\$1,312.87	\$2,953.95
Contest Earnings	\$1,312.87	\$2,953.95	\$6,553.12	\$22,196,006	\$4,176,683
Earnings Sub Total	\$3,675,953	\$4,176,683	\$3,119,777	\$24,792,523	\$1,312.87
Recoverable	\$4,176,683	\$1,312.87	\$507,026	\$7,524.93	\$3,119,777
Draw Recoup	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$4,176,683	\$2,953.95	\$10,040,600	\$2,953.95	\$4,176,683
(-) Payment	\$1,312.87	\$4,176,683	\$2,953.95	\$4,176,683	\$1,312.87
Ending Balance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Notes / Revision History

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Earnings Summary



Joe DeSilva ▼

Senior Division Vice President - Retirement Services

FY 2014 ▼


Roles
Comp Plan
Notes

BEGINNING BALANCE	TOTAL EARNINGS	TOTAL PAYMENTS	ENDING BALANCE
	\$0	\$50,282.92	\$13,805.36
			\$36,477.56

Sales & Earnings

▲ Sales
▼ Earnings

	JUL 2013	AUG 2013	SEP 2013	OCT 2013	NOV 2013
Beginning Balance	\$9,658,847	\$4,176,683	\$17,412,853	\$10,040,600	\$1,312.87
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Contest Earnings	\$1,312.87	\$2,953.95	\$6,553.12	\$22,196,006	\$4,176,683
Earnings Sub Total	\$3,675,953	\$4,176,683	\$3,119,777	\$24,792,523	\$1,312.87
Recoverable	\$4,176,683	\$1,312.87	\$507,026	\$7,524.93	\$3,119,777
Draw Recoup	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$4,176,683	\$2,953.95	\$10,040,600	\$2,953.95	\$4,176,683
(-) Payment	\$1,312.87	\$4,176,683	\$2,953.95	\$4,176,683	\$1,312.87
Ending Balance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Logout


1328 x 510 PX

1328 x 1020 PX

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Earnings Summary

Joe DeSilva ▼

Senior Division Vice President - Retirement Services

[Roles](#)
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[Notes](#)

FY 2014 ▼

BEGINNING BALANCE	TOTAL EARNINGS	TOTAL PAYMENTS	ENDING BALANCE
\$0	\$50,282.92	\$13,805.36	\$36,477.56

Sales & Earnings

YTD Sales %	88.01%	96.14%	95.37%	91.42%
YTD Sales IB Pts	74.03%	84.76%	80.50%	82.21%
YTD IB at 100%	\$1,312.87	\$2,953.95	\$4,929.37	\$7,524.93

▼
Earnings

	MAR 2014	APR 2014	MAY 2014	JUN 2014	TOTAL
Beginning Balance	9,658,847	\$4,176,683	\$17,412,853	\$10,040,600	\$1,312.87
Sales Earnings	10,040,600	\$1,312.87	\$4,929.37	\$2,953.95	\$9,658,847
Carryover Earnings	\$2,953.95	\$9,658,847	\$3,119,777	\$4,176,683	\$10,040,600
Manual Earnings	4,176,683	\$10,040,600	\$507,026	\$1,312.87	\$2,953.95
Contest Earnings	\$1,312.87	\$2,953.95	\$6,553.12	\$22,196,006	\$4,176,683
Earnings Sub Total	3,675,953	\$4,176,683	\$3,119,777	\$24,792,523	\$1,312.87
Recoverable	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Draw Recoup	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	4,176,683	\$2,953.95	\$10,040,600	\$2,953.95	\$126,105.82
(-) Payment	\$1,312.87	\$4,176,683	\$2,953.95	\$4,176,683	\$126,105.82
Ending Balance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Dashboard

Rollcall

Earnings

Liability

Roles

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Earnings Summary

Joe DeSilva
Senior Division Vice President - Retirement Services

Roles Comp Plan Notes FY 2014


BEGINNING BALANCE	TOTAL EARNINGS	TOTAL PAYMENTS	ENDING BALANCE	
\$0	\$50,282.92	\$13,805.36	\$36,477.56	

Sales & Earnings

YTD Sales %	88.01%	96.14%	95.37%	91.42%
YTD Sales IB Pts	74.03%	84.76%	80.50%	82.21%
YTD IB at 100%	\$1,312.87	\$2,953.95	\$4,929.37	\$7,524.93

Earnings

	MAR 2014	APR 2014	MAY 2014	JUN 2014	TOTAL
Beginning Balance	9,658,847	\$4,176,683	\$17,412,853	\$10,040,600	\$1,312.87
Sales Earnings	10,040,600	\$1,312.87	\$4,929.37	\$2,953.95	\$9,658,847
Carryover Earnings	\$2,953.95	\$9,658,847	\$3,119,777	\$4,176,683	\$10,040,600
Manual Earnings	4,176,683	\$10,040,600	\$507,026	\$1,312.87	\$2,953.95
Contest Earnings	\$1,312.87	\$2,953.95	\$6,553.12	\$22,196,006	\$4,176,683
Earnings Sub Total	3,675,953	\$4,176,683	\$3,119,777	\$24,792,523	\$1,312.87
Recoverable	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Draw Recoup	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	4,176,683	\$2,953.95	\$10,040,600	\$2,953.95	\$126,105.82
(-) Payment	\$1,312.87	\$4,176,683	\$2,953.95	\$4,176,683	\$126,105.82
Ending Balance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

- Dashboard
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Sales Liability

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Theodore J. Huffman ▾

Senior Division Vice President - Retirement Services

	FULL BACKLOG	TOTAL LIABILITY	AT RISK & RESTART	ANTICIPATED STARTS
OCT 14	\$156,874,133	\$4,247,729	\$889,764	\$11,191,583
NOV 14	\$147,034,512	\$1,109,310	\$673,814	\$9,346,035
DEC 14	\$151,392,954	\$2,889,764	\$4,247,729	\$9,092

DVP Performance

OCT 2014 | NOV 2014 | DEC 2014

DVP	FULL BACKLOG	PAST BAD BUSINESS	ANTICIPATED RESTARTS	NO STARTS	BAD BUSIN
Huffman, Theodore J.	\$18,960,990	\$31,300	\$736,076		\$18,960,990
Neudeck, Brian	\$13,410,985	\$100,774	\$13,391		\$13,410,985
Brockhouse, Ryan R	\$9,125,045	\$67,770	\$18,985		\$9,125,045
Parese, Jason	\$26,078,229	\$128,040	\$456,582		\$26,078,229
Ramich, Leslie	\$3,028,948		\$181,669		\$3,028,948
Devito, Christopher	\$26,643,676	\$273,878	\$872,764	\$13,391	\$26,643,676
Keans, Megan	\$4,555,143		\$21,438		\$4,555,143
Drunker, Kevin	\$10,350,995	\$8,432	\$1,506,724		\$10,350,995
Shaw, William C	\$19,066,426	\$426,161	\$216,159		\$19,066,426

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Sales Liability
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Theodore J. Huffman ▾

Senior Division Vice President - Retirement Services

	FULL BACKLOG	TOTAL LIABILITY	AT RISK & RESTART	ANTICIPATED STARTS
OCT 14	\$156,874,133	\$4,247,729	\$889,764	\$11,191,583
NOV 14	\$147,034,512	\$1,109,310	\$673,814	\$9,346,035
DEC 14	\$151,392,954	\$2,889,764	\$4,247,729	\$9,092

DVP Performance

OCT 2014 | NOV 2014 | DEC 2014

DVP	FULL BACKLOG	PAST BAD BUSINESS	ANTICIPATED RESTARTS	NO STARTS	BAD BUSINESS
Huffman, Theodore J.	\$18,960,990	\$31,300	\$736,076		\$18,960,990
Neudeck, Brian	\$13,410,985	\$100,774	\$13,391		\$13,410,985
Brockhouse, Ryan R	\$9,125,045	\$67,770	\$18,985		\$9,125,045
Parese, Jason	\$26,078,229	\$128,040	\$456,582		\$26,078,229
Ramich, Leslie	\$3,028,948		\$181,669		\$3,028,948
Devito, Christopher	\$26,643,676	\$273,878	\$872,764	\$13,391	\$26,643,676
Keans, Megan	\$4,555,143		\$21,438		\$4,555,143
Drunker, Kevin	\$10,350,995	\$8,432	\$1,506,724		\$10,350,995
Shaw, William C	\$19,066,426	\$426,161	\$216,159		\$19,066,426

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Notes / Revision History

The screenshot displays two screens from the iPad app. The top screen, 'Sales Liability', shows a user profile for Theodore J. Huffman and a table with columns: FULL BACKLOG, TOTAL LIABILITY, AT RISK & RESTART, and ANTICIPATED STARTS. The bottom screen, 'DVP Performance', shows a table with columns: DVP, FULL BACKLOG, PAST BAD BUSINESS, ANTICIPATED RESTARTS, NO STARTS, and BAD BUSINESS. The table lists names and associated dollar amounts.

Sales Liability Table:

	FULL BACKLOG	TOTAL LIABILITY	AT RISK & RESTART	ANTICIPATED STARTS
OCT 14	\$156,874,133	\$4,247,729	\$889,764	\$11,191,583
NOV 14	\$147,034,512	\$1,109,310	\$673,814	\$9,346,035
DEC 14	\$151,392,954	\$2,889,764	\$4,247,729	\$9,092

DVP Performance Table:

	FULL BACKLOG	PAST BAD BUSINESS	ANTICIPATED RESTARTS	NO STARTS	BAD BUSINESS
Huffman, Theodore J.	\$18,960,990	\$31,300	\$736,076		\$18,960,990
Neudeck, Brian	\$13,410,985	\$100,774	\$13,391		\$13,410,985
Brockhouse, Ryan R	\$9,125,045	\$67,770	\$18,985		\$9,125,045
Parese, Jason	\$26,078,229	\$128,040	\$456,582		\$26,078,229
Ramich, Leslie	\$3,028,948		\$181,669		\$3,028,948
Devito, Christopher	\$26,643,676	\$273,878	\$872,764	\$13,391	\$26,643,676
Keans, Megan	\$4,555,143		\$21,438		\$4,555,143
Drunker, Kevin	\$10,350,995	\$8,432	\$1,506,724		\$10,350,995
Shaw, William C	\$19,066,426	\$426,161	\$216,159		\$19,066,426

Annotations:

- TABLE TITLES:** Helvetica Neue Reg, Size: 24px, Color: #808080
- JOB TITLE:** Helvetica Neue Medium, Size: 40px, Color: #4c4c4c
- JOB TITLE:** Helvetica Neue Light, Size: 40px, Color: #4c4c4c
- BACKGROUND BOX:** Size: 466px X 330 px, Color: #FAFAFA
- VERTICLE RULE DIVIDER:** Size: 808px X 1 px, Color: #CCCCCC
- JOB TITLE:** Helvetica Neue Medium, Size: 32px, Color: #3ebede
- JOB TITLE:** Helvetica Neue Medium, Size: 32px, Color: #808080
- TABLE TITLES:** Helvetica Neue Reg, Size: 24px, 30px line spacing, Color: #808080
- JOB TITLE:** Helvetica Neue Regular, Size: 28px, Color: #4c4c4c
- JOB TITLE:** Helvetica Neue Medium, Size: 28px, Color: #3ebede
- JOB TITLE:** Helvetica Neue Regular, Size: 28px, Color: #3ebede
- HORIZONTAL RULE DIVIDER:** Size: 1286px X 1 px, Color: #E5E5E5
- VERTICLE RULE DIVIDER:** Size: 808px X 1 px, Color: #CCCCCC
- HORIZONTAL RULE DIVIDER:** Size: 1286px X 1 px, Color: #E5E5E5
- VERTICLE RULE DIVIDER:** Size: 1 px, Color: #CCCCCC
- VERTICLE RULE DIVIDER:** Size: 808px X 1 px, Color: #CCCCCC

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Sales Liability
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Theodore J. Huffman ▾

Senior Division Vice President - Retirement Services

	FULL BACKLOG	TOTAL LIABILITY	AT RISK & RESTART	ANTICIPATED STARTS
OCT 14	\$156,874,133	\$4,247,729	\$889,764	\$11,191,583
NOV 14	\$147,034,512	\$1,109,310	\$673,814	\$9,346,035
DEC 14	\$151,392,954	\$2,889,764	\$4,247,729	\$9,092

DVP Performance

OCT 2014 | NOV 2014 | DEC 2014

DVP	FULL BACKLOG	PAST BAD BUSINESS	ANTICIPATED RESTARTS	NO STARTS	BAD BUSINESS
Huffman, Theodore J.	\$18,960,990	\$31,300	\$736,076		\$18,960,990
Neudeck, Brian	\$13,410,985	\$100,774	\$13,391		\$13,410,985
Brockhouse, Ryan R	\$9,125,045	\$67,770	\$18,985		\$9,125,045
Parese, Jason	\$26,078,229	\$128,040	\$456,582		\$26,078,229
Ramich, Leslie	\$3,028,948		\$181,669		\$3,028,948
Devito, Christopher	\$26,643,676	\$273,878	\$872,764	\$13,391	\$26,643,676
Keans, Megan	\$4,555,143		\$21,438		\$4,555,143
Drunker, Kevin	\$10,350,995	\$8,432	\$1,506,724		\$10,350,995
Shaw, William C	\$19,066,426	\$426,161	\$216,159		\$19,066,426

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Theodore J. Huffman ▼

Senior Division Vice President - Retirement Services

DVP Net Performance

	FULL BACKLOG	PAST BAD BUSINESS	ANTICIPATED RESTARTS	NO STARTS
OCT 14	\$156,874,133	\$2,889,764	\$4,247,729	\$9,092
NOV 14	\$147,034,512	\$4,247,729	\$889,764	\$11,191,583
DEC 14	\$151,392,954	\$1,109,310	\$673,814	\$9,346,035

DVP Performance

OCT 2014 | NOV 2014 | DEC 2014

DVP	FULL BACKLOG	PAST BAD BUSINESS	ANTICIPATED RESTARTS	NO STARTS	BAD BUSINESS	AUDITS	TOTAL LIABILITY
Huffman, Theodore J.	\$18,960,990	\$31,300	\$736,076		\$18,960,990		\$3,028,948
Neudeck, Brian	\$13,410,985	\$100,774	\$13,391		\$13,410,985	\$13,391	\$26,643,676
Brockhouse, Ryan R	\$9,125,045	\$67,770	\$18,985		\$9,125,045	\$18,985	\$4,555,143
Parese, Jason	\$26,078,229	\$128,040	\$456,582		\$26,078,229	\$456,582	\$10,350,995
Ramich, Leslie	\$3,028,948		\$181,669		\$3,028,948		\$19,066,426
Devito, Christopher	\$26,643,676	\$273,878	\$872,764	\$13,391	\$26,643,676	\$872,764	\$18,960,990

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Notes / Revision History

The screenshot displays the iPad app interface for 'Sales Liability' and 'DVP Performance' for Theodore J. Huffman. The interface includes a top status bar with 'iPad', signal strength, '4:21 PM', and '100%' battery. A left sidebar contains navigation icons for Dashboard, Rollcall, Earnings, Liability, Roles, Settings, and Logout. The main content area is divided into two sections: 'Sales Liability' and 'DVP Performance'.

Sales Liability Section:

Header: Theodore J. Huffman, Senior Division Vice President - Retirement Services

Timeline: 110PX, 132 PX, 20PX, 352 PX, 20PX, 352 PX, 20PX, 352 PX, 20PX, 352 PX, 110PX

	FULL BACKLOG	PAST BAD BUSINESS	ANTICIPATED RESTARTS	NO STARTS
OCT 14	\$156,874,133	\$2,889,764	\$4,247,729	\$9,092
NOV 14	\$147,034,512	\$4,247,729	\$889,764	\$11,191,583
DEC 14	\$151,392,954	\$1,109,310	\$673,814	\$9,346,035

DVP Performance Section:

Timeline: 20PX, 296 PX, 16 16, 200 PX, 16 16, 200 PX, 16 16, 200 PX, 16 16, 20PX

	FULL BACKLOG	PAST BAD BUSINESS	ANTICIPATED RESTARTS	NO STARTS	BAD BUSINESS	AUDITS	TOTAL LIABILITY
Huffman, Theodore J.	\$18,960,990	\$31,300	\$736,076		\$18,960,990		\$3,028,948
Neudeck, Brian	\$13,410,985	\$100,774	\$13,391		\$13,410,985	\$13,391	\$26,643,676
Brockhouse, Ryan R	\$9,125,045	\$67,770	\$18,985		\$9,125,045	\$18,985	\$4,555,143
Parese, Jason	\$26,078,229	\$128,040	\$456,582		\$26,078,229	\$456,582	\$10,350,995
Ramich, Leslie	\$3,028,948		\$181,669		\$3,028,948		\$19,066,426
Devito, Christopher	\$26,643,676	\$273,878	\$872,764	\$13,391	\$26,643,676	\$872,764	\$18,960,990