

PLATINUM CLUB

The FINAL Platinum Club leaderboards for the period of 10/1/20 – 9/30/21.

1) **The top 5 Partner Agents by overall Conversion Rate %.** A minimum of 15 net sales is needed for qualification. Conversion rate numbers are for the last 12 months. Can only qualify in one category.

<u>Agent Name</u>	<u>State</u>	<u>12-Month Conversion Rate</u>	<u>Net Sales 10/1/20 – 9/30/21</u>
Doug Ewell	TN	11.90%	42
Samira Zamor	AZ	11.63%	20
Carolyn Ingebritson	CO	11.55%	29
Kristy Klein	AZ	10.48%	24
Sheila McKathan	FL	9.73%	22
Rick Perkins	VA	8.76%	22
Nancy Antell	NH	8.37%	18
Roxanne Morales	NJ	7.99%	23
Michelle Teng	IL	7.96%	16
Barbara Green	NC	7.83%	22
Dominic Picione	OH	7.43%	22
Karen Tehrani	NC	7.21%	24
Christopher Creekmore	NC	7.14%	37
Mindy Zimmerman	PA	7.06%	19
Linda Heiser	WA	6.97%	17
Laurie Luft	OH	6.94%	24
Beth Forrest	NC	6.88%	19
Cathy Howell	VA	6.87%	27
Madri Spoelstra	FL	6.79%	15
Mary Boustani	IN	6.64%	15

2) **The top 5 Partner Agents by overall Net Sales Volume \$.** A minimum of \$10,000,000 in Net Sales Volume and at least a 6% conversion rate from all leads and all sales is needed for qualification. This category allows for selling team managers or team leaders to qualify. Can only qualify in one category.

<u>Agent Name</u>	<u>State</u>	<u>Net Sales Volume 10/1/20 – 9/30/21</u>	<u>12-Month Conversion Rate</u>
Ellen Smith Gajda	VA	\$18,742,383	9.63%
Julie Knecht	NV	\$18,532,285	6.06%
Cindy Bostinelos	AZ	\$17,693,220	13.96%
Drew Lehman	AZ	\$17,568,396	8.41%
Katie Haynes	CA	\$15,379,814	6.12%
Cathy Howell	VA	\$14,006,855	6.87%
Derek Huggett	TN	\$12,901,305	6.62%
Jim Wing	NM	\$12,544,516	6.60%
Lavona Buttrum	AZ	\$12,377,246	6.07%
Christopher Creekmore	NC	\$11,428,516	7.14%
Karen Tehrani	NC	\$11,288,478	7.21%
Carolyn Ingebritson	CO	\$11,219,020	11.55%
Barbara Green	NC	\$10,912,215	7.83%
Doug Ewell	TN	\$9,629,140	11.90%
Kristy Klein	AZ	\$9,335,929	10.48%
Priscilla Tomei	IL	\$9,179,980	6.35%
Christina Greenslade	FL	\$8,926,294	6.44%
Gary Riportella	SC	\$8,711,297	6.25%
Linda Heiser	WA	\$8,657,896	6.97%
Rick Perkins	VA	\$8,616,770	8.76%

Sales must be entered and have a contract date during the qualification period. All Leads that a Partner Agent receives count toward their overall qualification results. Active Partner Agents who receive leads directly from the website or transferred from a team member, throughout the qualification period have the opportunity to qualify. Agents can only qualify in one category. 12-month Conversion Rate will be the tiebreaker if applicable. There are no substitutions or transfers of the Platinum Club qualification to other people.

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3) The top 5 Partner Agents by overall Net Sales #. A minimum of 20 net sales and at least a 6% conversion rate from all leads and sales is needed for qualification. Can only qualify in one category.

<u>Agent Name</u>	<u>State</u>	<u>Net Sales # 10/1/20 – 9/30/21</u>	<u>12-Month Conversion Rate</u>
Doug Ewell	TN	42	11.90%
Jim Wing	NM	39	6.60%
Christopher Creekmore	NC	37	7.14%
Julie Knecht	NV	33	6.06%
Lavona Buttrum	AZ	32	6.07%
Marie Zuercher Santos	TN	30	6.11%
Carolyn Ingebritson	CO	29	11.55%
Priscilla Tomei	IL	29	6.35%
Christina Greenslade	FL	28	6.44%
Katie Haynes	CA	27	6.12%
Cathy Howell	VA	27	6.87%
Derek Huggett	TN	26	6.62%
Karen Tehrani	NC	24	7.21%
Kristy Klein	AZ	24	10.48%
Laurie Luft	OH	24	6.94%
Roxanne Morales	NJ	23	7.99%
Barbara Green	NC	22	7.83%
Rick Perkins	VA	22	8.76%
Sheila McKathan	FL	22	9.73%
Dominic Picione	OH	22	7.43%

4) The top 2 Partner Agents with the most sales on leads that were derived from the neighborhoods.com website. Can only qualify in one category.

<u>Agent Name</u>	<u>State</u>	<u>Net Sales # 10/1/20 – 9/30/21</u>
Megan Finke	FL	22
Jenna Scharf	FL	16
Lacey Lehman	AZ	13
Stacey Raisch	FL	10
Laura Jordan	CA	7
Nancie Kuck	CA	7
Priscilla Verdeschi	TX	7
Cassie Lamoureux	FL	6
Cheryl Rubman	FL	6
Michael Hughes	TX	6