

A graphic element consisting of three overlapping, stylized arrow shapes pointing to the right, rendered in white.

# elite

WINNERS

SALES  
SUMMIT  
2025



# TSOTY



## TOP SALESPERSON OF THE YEAR

### Dane Carlson

Percent attained: 914%

Revenue achieved: \$25,121,460

BU: Health

“Dane had a record-breaking year in Health, selling \$25.1 million in ACV and \$123.1 million in TCV. He secured our largest win ever at CommonSpirit, totaling \$21.5 million in ACV, along with an additional \$3 million in ACV from Intermountain Health. Dane is the consummate professional and has fully embraced our Challenger sales methodology. With 42 deals closed, he finished the year setting a new Health record.”

— Tom Cox, Group President, Automotive and Health



SALES SUMMIT 2023 | ELITE WINNERS

# 2025 Leaders

**CEO AT-LARGE WINNER**

**Jeff Shotts**

Chief Financial Officer, North America

**CEO AT-LARGE WINNER**

**Cristin McDaniel**

Head of NA Merger & Acquisition Integration

**CEO AT-LARGE WINNER**

**Michael Meltz**

Chief Strategy & Investment Officer





# Auto

## INDIVIDUAL WINNERS

### % ATTAINED

Judy Novak	106%
John Obrien	113%
Lou Gaz	115%
Bob Knudson	137%
Karrie Blanco	141%
Brad Helander	142%
Kelley Cabble	265%

## SALES MANAGEMENT WINNERS

### % ATTAINED

Gary Meteer	153%
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## ELITE AT-LARGE WINNERS

Alan Anderson  
Melinda Zabritski



# FSD Commercial

## INDIVIDUAL WINNERS

## % ATTAINED

Dylan Dupont	110%
Bob Mininni	110%
Bob Male	111%
Nancie Parker	113%
Evan Goldfarb	127%

## SALES MANAGEMENT WINNER

## % ATTAINED

David Hovanec	106%
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# Middle Market

## INDIVIDUAL WINNERS

## % ATTAINED

John Mordach	112%
Dustin Mateling	113%
Dan Scimeca	118%
Kyle Dixon	126%
Jeremy Rosenberg	151%

## SALES MANAGEMENT WINNER

## % ATTAINED

Lucy Cabrales	106%
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# EDQ

## INDIVIDUAL WINNERS

### % ATTAINED

Adriana Mora	117%
Sean Mcdermott	122%
Jeffrey Meisser	128%

## SALES MANAGEMENT WINNER

### % ATTAINED

Jessica Hoshell	105%
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# SEA

## INDIVIDUAL WINNERS

### % ATTAINED

Skip Harrison	110%
Vaughn Phillips	113%
Nichole Larmore	121%

## SALES MANAGEMENT WINNER

### % ATTAINED

Amanda Roth	107%
Zach Pitts	119%



# AFS

## INDIVIDUAL WINNERS

### % ATTAINED

Mark Coulson

112%

David Kerr

116%

## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Jim Garbarz

124%

\$40,567,020

Alison White

126%

\$55,293,084

Neal Rogers

158%

\$13,260,528

Rachel Garner

183%

\$8,773,902

## SALES MANAGEMENT WINNER

### % ATTAINED

Amber Chastian

128%

# Employer Services

## INDIVIDUAL WINNERS

### % ATTAINED

Shaun O'Connell

117%

Anthony Smith

123%

Leslie Severson

128%

## SALES MANAGEMENT WINNER

### % ATTAINED

Millicent Moehlman

110%





# EPS

## INDIVIDUAL WINNERS

### % ATTAINED

Kelly Ward	107%
Doug Lange	114%
Lynnette Martini	126%
Jennifer Tome	129%

## SALES MANAGEMENT WINNERS

### % ATTAINED

Nadia Kalala	112%
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## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Chris Anderson	183%	\$5,466,541
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## ELITE AT-LARGE WINNERS

Lindsay Ayers





# Health

## INDIVIDUAL WINNERS

### % ATTAINED

David Pico	153%
Tom Symington	171%
Grace Jakubowski	185%
Miles Denovchek	193%
Erin Broadway	198%

## SALES MANAGEMENT WINNERS

### % ATTAINED

Ben Kern	141%	
Sandy Payne	141%	Leader of Leaders

## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Andrew Golden	202%	\$4,032,126
Anne Marie Hooper	213%	\$5,863,926
Bud Zuberer	233%	\$5,362,108
Dan Klobucar	274%	\$5,472,879
Steven Kellogg	749%	\$14,972,719
Dane Carlson	914%	\$25,121,460

## ELITE AT-LARGE WINNERS

Mindy Fortson  
David Figueredo



# EMS

## INDIVIDUAL WINNERS

### % ATTAINED

Jason Weinstein	120%
Kristen Tye	122%
Patrice Stagliano	122%
Karen Yoon	122%
Jordan Bjornson	123%
Alexander Barone	125%
Alison Hofelich	129%

## SALES MANAGEMENT WINNERS

### % ATTAINED

Allison O'Mealia	107%	
Sarah Ilie	108%	
Alison Mack	105%	Leader of Leaders

## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Jenna Cavrigh	163%	\$11,577,188
Kelsey Marton	153%	\$13,277,679

## ELITE AT-LARGE WINNERS

Joseph Goldstein  
Anna Hettwer





# Housing

## INDIVIDUAL WINNERS

### % ATTAINED

Dan Silver

119%

## SALES MANAGEMENT WINNERS

### % ATTAINED

John Ogaz

113%

## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Tim Lobdell

129%

\$100,396,818

## ELITE AT-LARGE WINNERS

Jamie Norris



# Preferred

## INDIVIDUAL WINNERS

### % ATTAINED

Mike Allred	114%
Giovanni Franchina	120%
Kim Cope	126%
Taylor Carstens	128%
Julie Ahner	132%
Maureen Hunt	132%
Kory Tucker	133%
Chris Szymanski	134%
Peter Moraga	137%
Matt Simon	137%
Tischa Agnessi	145%
Christina Elliott	147%

## SALES MANAGEMENT WINNERS

Conrad Bickerdike	113%
Pin Amin	115%

## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Gavin Harding	115%	\$77,774,231
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# Strat

## INDIVIDUAL WINNERS

### % ATTAINED

Blake Benton	109%
Courtney D'Alessandro	113%
Charles Lucoff	114%
Darrin Knudsen	121%
Richard Mckinnon	129%
Andrew Baalerud	129%

## SALES MANAGEMENT WINNERS

William Maynard	106%
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## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Kevin Monie	123%	\$35,499,039
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# Integrated Sales & Marketing

## SALES LEADER WINNERS

	% ATTAINED	BU
Tammy Marge	103%	FSD Commerical
Sal Guariano	104%	EPS
Steve Rufino	105%	Preferred
Julie Bohn	105%	SEA
Karen Tatten	106%	Strategic

## ELITE AT-LARGE WINNERS

Jestine Cervera  
Natalie Laurent  
Stefani Wendel

# FSD

## ELITE AT-LARGE WINNERS

Ashley Knight  
Moied Wahid





# Leader winners

## ECS/D2C ELITE AT-LARGE WINNERS

Nikhil Menon

### BU SALES LEADERS

#### % ATTAINED

#### BU

Chris Feo	101%	EMS
John DeMarco	101%	Auto
Stan Oliai	104%	Integrated Sales & Marketing
Jason Considine	121%	Health

### GROUP PRESIDENT/ PRESIDENT/ GENERAL MANAGER

#### % ATTAINED

#### EBIT ATTAINED

#### BU

Tom Cox	100%	100%	Health
John Gray	101%	104%	Auto
Scott Brown	104% FSD	106% FSD	FSD/EMS
	106% EMS	103% EMS	
Dacy Yee	104%	107%	ECS/Membership
Michael Mendelsohn	108%	114%	ECS/EPS
Michele Bodda	117%	134%	Employer Services/ Verification/Housing

### GLOBAL AT-LARGE

#### % ATTAINED

#### BU

Austin Murray	T&I
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