

A white icon above the word "elite", consisting of three overlapping, stylized arrow shapes pointing to the right.

# elite

WINNERS

SALES  
SUMMIT  
2026

# TSPOTY



## TOP SALESPERSON OF THE YEAR

### Tara Walton

Senior Client Executive, Preferred

“Tara Walton is an exceptionally professional, client-focused leader whose analytical rigor sets her apart. Clients value her ability to cut through complexity, apply deep insight, and deliver strategic solutions with precision and clarity making her a trusted advisor and indispensable partner.”

— Alison White, SVP Fintech & Alternative Finance



# 2026 Leaders

## CEO AT-LARGE WINNER

### **Aaron Ricci**

VP of Growth & Emerging Markets, ECS

### **Gladys Brisola**

Global Head of Audit

### **Hiq Lee**

Chief People Officer, NA

### **Jeff Scanlon**

Chief Technology Officer, FSD/ECS

### **Tom Le**

NA General Counsel,  
Corporate-Risk Management, Legal



# Auto

## INDIVIDUAL WINNERS

### % ATTAINED

Dawn Follmuth	120%
Ann Carson	123%
Kelley Cabble	137%
Heather DeSandre	147%
Kelly Deboer	180%
Bob Knudson	229%

## SALES MANAGEMENT WINNERS

### % ATTAINED

Steve Arndt	139%
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## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Rob Poullos	269%	\$19,536,702
Matthew Brown	390%	\$21,914,926

## ELITE AT-LARGE WINNERS

Christine Zhang  
Ed Pontis  
Marzia Farooqui



# Marketing Services

## INDIVIDUAL WINNERS

## % ATTAINED

Kelsey Williams	123%
Jenny Waddington	126%
Sahil Garga	126%
Ben Voight	129%
Samantha Sale	130%

## SALES MANAGEMENT WINNER

## % ATTAINED

Chris Meredith	108%
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# Employer Services

## INDIVIDUAL WINNERS

### % ATTAINED

Kathy Mascio	129%
Levi Groner	133%
Kirk Evans	135%
Troy Rooney	159%
Tina Lake	196%

## SALES MANAGEMENT WINNERS

### % ATTAINED

Kristin Stoudenmire	118%
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## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Jamon McBride	150%	\$9,372,209
Millicent Moehlman	151%	\$14,408,871
Shaun O'Connell	160%	\$10,893,084

## ELITE AT-LARGE WINNERS

Melisa Stanwood



# Health

## INDIVIDUAL WINNERS

### % ATTAINED

Jeff Misch	159%
Adam Lackey	160%
Matt McGrath	171%
Laura Holland	178%
Mike Sowinski	186%

## SALES MANAGEMENT WINNERS

### % ATTAINED

Ben Kern	125%
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## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Aaron Tregoning	224%	\$6,373,337
Jennifer Stringer	233%	\$6,626,489
Grace Jakubowski	256%	\$7,792,119

## ELITE AT-LARGE WINNERS

Toni Bensimon  
Jeff Corley  
Sam Lombardo



# Housing

## INDIVIDUAL WINNERS

### % ATTAINED

Mike Baker

120%

## SALES MANAGEMENT WINNERS

### % ATTAINED

John Ogaz

106%

## STRETCH GOAL WINNERS

### % ATTAINED

### REVENUE ACHIEVED

Stephanie Higgins

119%

\$106,379,838

Rob Rollo

151%

\$24,869,333

## ELITE AT-LARGE WINNERS

Scott Hamlin



# INTEGRATED SALES EPS

## INDIVIDUAL WINNERS

## % ATTAINED

Kylie Duncan

109%

Mary Grossman

121%

## SALES MANAGEMENT WINNERS

## % ATTAINED

Suzanne Gherardini

101%

## EPS ELITE AT-LARGE WINNERS

Travis Torreyson

# INTEGRATED SALES Data Breach

## INDIVIDUAL WINNERS

## % ATTAINED

Ryan Coyne

108%

## SALES MANAGEMENT WINNERS

## % ATTAINED

Michael Bruemmer

108%



# INTEGRATED SALES Preferred Channel

## INDIVIDUAL WINNERS

## % ATTAINED

Mark Coulson	113%
Stephen Kieffer	113%
Michael Kennedy	125%
Nancie Parker	132%
Briana Difebo	133%
Tony Genna	135%

## SALES MANAGEMENT WINNERS

## % ATTAINED

Clint Ivester	109%
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## STRETCH GOAL WINNERS

## % ATTAINED

## REVENUE ACHIEVED

David Kerr	126%	\$22,476,862
Mike Allred	128%	\$22,137,559
Tara Walton	130%	\$30,440,231

# INTEGRATED SALES SEA

## INDIVIDUAL WINNERS

## % ATTAINED

Jim Holmes	114%
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## SALES MANAGEMENT WINNERS

## % ATTAINED

Lindsey Candy	112%
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# INTEGRATED SALES Strategic Channel

## INDIVIDUAL WINNERS

## % ATTAINED

Ashleigh Ewald	112%
Charles Lucoff	113%
Andrew Baalerud	113%
Richard Mckinnon	113%
Allen Wu	115%
Beth Wootton	115%

## SALES MANAGEMENT WINNERS

## % ATTAINED

Taneishia Fields	115%
Elena Finizio	111%

## STRETCH GOAL WINNERS

## % ATTAINED

## REVENUE ACHIEVED

Henry Kim	114%	\$268,717,709
Sandy Womer	120%	\$47,102,964
Skyler Jacobsen	128%	\$27,850,586
Neal Rogers	133%	\$31,078,325



# INTEGRATED SALES Vertical Markets

## INDIVIDUAL WINNERS

## % ATTAINED

Mathew Robey	107%
Elizabeth Aguirre	109%
Katie Daw	125%
Missy Birdwisa	125%
Martha Mezei	129%
Elizabeth DeCoste	138%
Michael Dowdy	187%

## SALES MANAGEMENT WINNERS

## % ATTAINED

Delaney Burke	121%
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# INTEGRATED SALES & MARKETING ATDATA

## INDIVIDUAL WINNERS

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## % ATTAINED

Brandt Hoffman

553%

## INTEGRATED SALES & MARKETING ELITE AT-LARGE WINNER

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Klaudette Christensen

Kim Le

James Speir

Hali Stredde

## FSD AT-LARGE WINNER

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Lena Merki

Imtiaz Mohammad

Katie Wright



# Leader winners

BU SALES LEADERS	% ATTAINED	BU
Sal Guariano	100%	ISM – EPS
Natalie Buxton	101%	Employer Services
Sandy Payne	102%	Health
John DeMarco	103%	Auto
Karen Tatten	105%	ISM – Strategic
Jeff Powell	109%	Housing
Stan Oliai	104%	FSD

GROUP PRESIDENT/ PRESIDENT/ GENERAL MANAGER	% ATTAINED	EBIT ATTAINED	BU
Jason Considine	100%	100%	Health
Tom Cox	101%	101%	Health & Auto
Robert Granados	103%	103%	Auto
Michael Mendelsohn	105%	122%	ECS/EPS
Michelle Bodda	111%	107%	Employer Services, Verifications, Housing

