

**FIELD STAFFING REPORT as of 10/1/97**

<b>North Geographical Business Unit</b>			
SVP	ERNIE BRODSKY	x81570	
MD	JIM WALLACE	x81515	
<b>JACKSONVILLE (904+828-1500)</b>			
<b>GAINESVILLE (352+377-2511)</b>			
SM	CHARLIE METZKES	x81518	
A53	MR Jim Griffin	x81523	
A81	MAM Danny Bell	x81519	
A89	MAM Jimmy Kelly	x81520	
B51	MR Dan Galligan	x317 (G)	
B52	MR Sue Kelman	x348 (G)	
A51	MR Alan Lui	x81524	
A52	MR Dawn Kemp	x81509	
A11	AR Patty Jones	x81511	
A12	AR Danny Page	x81513	
A23	AR Marion Scott	x81512	
B21	AR Susan Whittemore	x329 (G)	
B22	AR Edwin Zittrower	x328 (G)	
ER	OPEN	x81510	
MAFSM	PJ McLaughlin	X81521	
MAF	Karin Anderson	x81522	
MAF	Lucy Coyle	X81517	
MAF	Pam Smith	x81527	
MAF	Jan Goess	x353	
MAF	OPEN		
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<b>PENSACOLA (904+484-7500)</b>			
<b>TALLAHASSEE (904+385-0126)</b>			
<b>PANAMA CITY (904+769-5382)</b>			
MD	TODD TORGERSEN	x230	
SM	OPEN	x229	
C21	AR Anthony Beauchamp	x233	
C51	MR Ralph Whitmore	x235	
C54	MR Michael Farrell	x236	
C81	MAM Dennis Barnes	x220	
C55	MR Bart Goodson	x403(T)	
C52	MR James Spivey	x404(T)	
C53	MR Jeff Darnell	x414(PC)	
MAF	Pat Parker	x415 (T)	
MAF	Greg Ferguson	x284	

<b>Central Geographical Business Unit</b>			
SVP	PETER BURCHETT		
VPSales	DON VAN DYKE		Tampa
<b>ORLANDO (407+894-7200)</b>			
<b>ORLANDO (407+228-9+EXT.#)</b>			
<b>LAKELAND (941-683-3327)</b>			
MD	OPEN	x201	
SM	CARLTON HOBGOOD	x202	
J82	MAM David Sanna	x237	
J51	MR Scott Chapman	x223	
J53	MR John Stevens	x244	
J56	MR Marc Linton	x204	
J57	MR Mike Lewis	x262	
J21	AR Neil Yoder	x220	
J22	AR Gay Ross	x246	
J25	AR Joyce Brunty	x206	
J26	AR Inger Rood	x205	
MAF	Christine Bibey	x224	
MAF	Pam Bishop	x27207	
MAF	Kristann Mansour	x235	
ER	Steve Kurz	x209	
ER	Steve Lincourt	x260	
J24	AR Ted Kennedy	Lakeland	
J54	MR Chuck Athans	Lakeland	
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<b>TAMPA (1-800-555-8228)</b>			
<b>SARASOTA (941+378-3400)</b>			
<b>FT. MYERS (941+936-4667)</b>			
MD	TOM TORGERSEN	x27276	
SM	WENDY BOWMAN	x27254	
K21	AR OPEN	x27655	
K22	AR Nancy Driscoll	x27645	
K23	AR Lin Ford	x27624	
K24	AR Paula Sili	x27650	
K51	MR Randall Woods	x27648	
K53	MR Kim Canada	x27649	
K54	MR Linh Tacker	x27654	
K56	MR Susan Sisson	x27652	
K57	MR Dale Lance	x27646	
MASM	OPEN	x27224	
K02	MAS Jim Shepherd	x27647	
K05	MAR Candis Loving	x27639	
K06	MAR Tim Waymouth	x27644	
I02	MAS Erv Pierce	x225 (S)	
I05	MAR Pat Ryer	x326 (S)	
MAF	Stephanie Burrell	27x640	
MAF	Jan Decatur	x27643	
MAF	Pati Drain	x27641	
MAF	Marlene Bricker	x27655 (S)	
MAF	Patricia Lee	x227 (S)	
MAF	Alan Noguerras	x27733	
SM	JOEL LUSTGARTEN	x223 (S)	
I57	MR Frank Bartkus	x230 (S)	
I22	AR Emily Kinnard	x231 (S)	
I58	MR Tim Lee	Ft.Myers	
I59	MR Bob Reynolds	Ft.Myers	
I24	AR Bridgette Schuler	Ft.Myers	

<b>South Geographical Business Unit</b>			
SVP	PAUL JENNINGS	x7401	
VPSales	ARMANDO LUNA	x7200	
<b>&lt;300 ACCOUNTS</b>			
MD	MARK COLLINS	x7402	
<b>MIAMI (305+591-9955)</b>			
SM	OPEN		
T41	AAS Manny Fernandez	x7242	
T30	BTBS Lorraine McLeggan	x7233	
T35	BTBR Mercy Perez	x7284	
T40	AAS Ruben Acosta	x7234	
T64	AAR Charlotte Cummings	x7236	
T43	AAS James Walker	x7240	
T42	AAS Tom Frasor	x7235	
T63	AAR Damaris Villalon	x7241	
T62	AAR Ana Maria Rengifo	x7226	
T61	AAR Deidre Chang	x7270	
T60	AAR Jane Brannock	x7244	
<b>FT. LAUDERDALE (954+485-3444) &lt;300</b>			
SM	DWIGHT EDWARDS	x403	
S43	AAS Evelyn Toups	x417	
S41	AAS Danielle Kalem	x419	
S30	BTBS Jeff Kamensky	x421	
S42	AAS Chip Shollenberger	x422	
S40	AAS Jamie Johnson	x420	
S61	AAR Patty Harden	x415	
S62	AAR Pam Lehan	x427	
S60	AAR Kim Dickens	x425	
S53	AAR Barbara Taylor	aspen901	
S65	AAR Sandra Ament	x438	
S66	AAR Ann Walker	x477	
S35	BTBR Lisa Kellam	x428	
<b>PORT ST. LUCIE (561) 878-2766</b>			
S44	MR Tom Monaghan	x704	
<b>MAJOR ACCOUNTS &gt;300</b>			
MD	JAVIER MENDOZA	x7246	
MASM	OPEN	x7238	
T02	MAS Rick Capizzi	x7231	
T04	MAS OPEN	x7415	
T08	MAR Bill Warren	x7252	
T07	MAR Jim Thomas	x7237	
T03	MAS Mike Molina	x7279	
T06	MAR Maribeth Grokhowsky	x7419	
T05	MAR Stewart Durant	x7418	
MAF	Marlene Almanza	x7224	
MAF	Shelly Alfonso	x7426	
MAF	Estrella Finazzo	x7477	
MAF	Bill Van	x7457	
MAF	Yvonne Rosete	x7243	
MAF	Liz Peralta	x7239	
MAF	Diana Seymour *	x424	
MAF	Alicia Reddy *	x460	

\*Located in Ft.Lauderdale

<b>POSITION DESCRIPTIONS</b>	
SVP	Sr. Vice President
RVP	Regional Vice President
MD	Marketing Director
SM	Sales Manager
MASM	Major Account Sales Mgr.
MAM	Major Account Mgr.
MAFSM	Mjr Fld Sales Mgr.
MAF	Major Field Svc Rep.
AE	Account Executive
MR	Marketing Rep
AR	Account Rep
MAR	Major Accounts Renewal
MAS	Major Accounts New Sales
BTBS	Business-to-Business Sales
BTBR	Business-to-Business Renewals
AAS	Agent Account Sales
AAR	Agent Account Renewals
FSM	Field Service Mgr.
ER	Enrollment Rep
SS	Sales Supervisor

<b>SPEED NUMBERS</b>	
FTL	247
Ft. Myers	252
Gainesville	242
Lakeland	251
Miami	248
Orlando	250
Pensacola	249
Sarasota	253
Tallahassee	243
Tampa	245
<b>Aspen Node Numbers</b>	
FTL	825
Jacksonville	220
Miami	820
Orlando	520
Pensacola	320
Sarasota	726
Tampa	720

<b>FAX NUMBERS</b>	
FTL	954+484-4666
Gainesville	904+372-1830
Jacksonville	904+828-1528
Lakeland	941+682-4179
Miami	305+597-7221
Orlando	407+896-4623
Pensacola	904+478-5174
Sarasota	813+378-0730
Tallahassee	904+422-3469
Tampa	813+882-8102
Ft.Myers	941+936-8447

**FIELD SALES STAFFING REPORT**  
 (Excluding Sales Management, MAF's and ER's)

**AS OF OCTOBER 1, 1997**

	Northern GBU		Central GBU		Southern GBU	State Totals
	Northeast	Northwest	Central	West Coast	Miami/FTL	
Authorized	12	7	11	19	31	80
Filled	12	7	11	18	30	76
Open	0	0	0	1	1	4

Open Positions:

**Central:** K21 Account Representative - Position became open as of May 10, 1997. Interviewing in in progress.

**Southern:** T04 Major Account New Sales - New position created in 1997. Will be filled later in the year.

Marketing / Sales Telephone Numbers  
Tampa Office

NAME	EXTENSIONS	TITLE	CODES
MARLENE BRICKER	27655	ACCOUNT REP	K-21
NANCY DRISCOLL	27645	ACCOUNT REP	K-22
LIN FORD	27624	ACCOUNT REP	K-23
PAULA SILI	27650	ACCOUNT REP	K-24
RANDALL WOODS	27648	MARKETING REP	K-51
KIM CANADA	27649	MARKETING REP	K-53
LINH TACKER	27654	MARKETING REP	K-54
SUE SISSON	27652	MARKETING REP	K-56
DALE LANCE	27646	MARKETING REP	K-57
ALAN NOGUERAS	27550	FIELD SERVICE REP	FSR
JIM SHEPHARD	27647	MAJOR ACCT MGR NEW SALES	K-02
CANDIS LOVING	27639	MAJOR ACCT MGR RENEWAL	K-05
TIM WAYMOUTH	27644	MAJOR ACCT MGR RENEWAL	K-06
STEPHANIE BURRELL	27640	MAJOR ACCT FIELD SERVICE REP	
PATI DRAIN	27641	MAJOR ACCT FIELD SERVICE REP	
JAN DECATUR	27643	MAJOR ACCT FIELD SERVICE REP	
DENISE MINEO	27264	MARKETING PROJECT MANAGER	
RICHARD HAINES	27610	MARKETING SUPPORT SUPERVISOR	
WENDY BOWMAN	27901	SALES MANAGER (10-299 MARKET)	
SUSAN WELLS	27295	SALES MANAGER (300+ MARKET)	
TOM TORGENSEN	27976	SALES DIRECTOR	
MARY GABEL	27630	MARKETING ASSISTANT	

All numbers are direct dial and can be reached by dialing "813-88+ext.#" or 1-800-555-8228 and dialing the extension number once the automated attendant has answered.