

Rank (BDM)
 BDM Moh Yee Ping

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHAI EE WAH	-	-	5,844.96	2.00	1	0	0.33	2,922.48
LIM KHENG PING	3,910.27	1.00	20,639.57	5.00	1	1	0.83	4,127.91
LOH SWEE YEE	-	-	-	-	1	0	-	-
MOH YEE PING	9,883.16	3.00	18,952.66	6.00	1	1	1.00	3,158.78
THIEN WAN PHIN	-	-	2,795.60	1.00	1	0	0.17	2,795.60
YAP JING YI	4,532.70	1.00	15,729.90	3.00	1	1	0.50	5,243.30
Grand Total	18,326.13	5.00	63,962.69	17.00	6	50%	0.47	3,665.23

2nd Qtr 52,681.04 13 6 44% 0.40 4,052.39

1st Half 63,962.69 17 6 37% 0.27 3,762.51

Agency AIDEN LIM
 Rank (BDM)
 BDM Moh Yee Ping

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIM KHENG PING	-	-	20,639.57	5	1	0	-	-
LOH SWEE YEE	-	-	-	0	1	0	-	-
MOH YEE PING	-	-	18,952.66	6	1	0	-	-
THIEN WAN PHIN	17,345.00	2	20,140.60	3	1	1	2.00	8,672.50
YAP JING YI	-	-	15,729.90	3	1	0	-	-
Grand Total	17,345.00	2	75,462.73	17	5	20%	0.40	8,672.50

Agency

GVF - CENTRAL

Rank

(BDM)

BDM

Angeline Teoh Choo Yee

January	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANGELINE TEOH CHOO YEE	-	-	-	-	1	0	-	-
AU FEI EE	-	-	-	-	1	0	-	-
DORCAS LAI JIA SZEN	-	-	-	-	1	0	-	-
ENG CHUN WEI	-	-	-	-	1	0	-	-
GURUNATHAN A/L SUPURMANIN @ SI	-	-	-	-	1	0	-	-
HUE AI TING	-	-	-	-	1	0	-	-
LEE XUE MIN	-	-	-	-	1	0	-	-
TUNG YEW WENG	-	-	-	-	1	0	-	-
Grand Total	-	-	-	-	8	0%	-	-

Agency

GVF - CENTRAL

Rank

(BDM)

BDM

Angeline Teoh Choo Yee

February	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANGELINE TEOH CHOO YEE	-	-	-	-	1	0	-	-
AU FEI EE	35,280.00	3.00	35,280.00	3.00	1	1	1.50	11,760.00
DORCAS LAI JIA SZEN	-	-	-	-	1	0	-	-
ENG CHUN WEI	-	-	-	-	1	0	-	-
GURUNATHAN A/L SUPURMANIN @ SI	12,000.00	1.00	12,000.00	1.00	1	1	1.00	12,000.00
HUE AI TING	-	-	-	-	1	0	-	-
KONG CHEW VIN	-	-	-	-	1	0	-	-
LEE XUE MIN	2,400.00	1.00	2,400.00	1.00	1	1	0.50	2,400.00
TUNG YEW WENG	-	-	-	-	1	0	-	-
Grand Total	49,680.00	5.00	49,680.00	5.00	9	33%	0.33	9,936.00

Agency

GVF - CENTRAL

Rank

(BDM)

BDM

Angeline Teoh Choo Yee

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANGELINE TEOH CHOO YEE	-	-	-	-	1	0	-	-
AU FEI EE	-	-	35,280.00	3.00	1	0	1.00	11,760.00
DORCAS LAI JIA SZEN	6,000.00	1.00	6,000.00	1.00	1	1	0.33	6,000.00
ENG CHUN WEI	2,400.00	1.00	2,400.00	1.00	1	1	0.33	2,400.00
GURUNATHAN A/L SUPURMANIN @ SI	-	-	12,000.00	1.00	1	0	0.50	12,000.00
HUE AI TING	-	-	-	-	1	0	-	-
KONG CHEW VIN	-	-	-	-	1	0	-	-
LEE XUE MIN	9,180.00	2.00	11,580.00	3.00	1	1	1.00	3,860.00
TUNG YEW WENG	24,000.00	2.00	24,000.00	2.00	1	1	0.67	12,000.00
WONG SI JING	50,400.00	1.00	50,400.00	1.00	1	1	-	50,400.00
Grand Total	91,980.00	7.00	141,660.00	12.00	10	50%	0.38	13,140.00

1st Qtr

141,660.00

12

10

28%

0.24

11,805.00

Agency

GVF - CENTRAL

Rank

(BDM)

BDM

Angeline Teoh Choo Yee

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANGELINE TEOH CHOO YEE	12,000.00	1.00	12,000.00	1.00	1	1	0.25	12,000.00
AU FEI EE	-	-	35,280.00	3.00	1	0	0.75	11,760.00
DORCAS LAI JIA SZEN	-	-	6,000.00	1.00	1	0	0.25	6,000.00
ENG CHUN WEI	-	-	2,400.00	1.00	1	0	0.25	2,400.00
GURUNATHAN A/L SUPURMANIN @ SI	30,000.00	2.00	42,000.00	2.00	1	1	0.67	21,000.00
HUE AI TING	-	-	-	-	1	0	-	-
KONG CHEW VIN	-	-	-	-	1	0	-	-
LEE XUE MIN	12,000.00	4.00	23,580.00	4.00	1	1	1.00	5,895.00
TIU KANG LIN	-	-	-	-	1	0	-	-
TUNG YEW WENG	-	-	24,000.00	2.00	1	0	0.50	12,000.00
WONG SI JING	-	-	50,400.00	1.00	1	0	1.00	50,400.00
Grand Total	54,000.00	7.00	195,660.00	15.00	11	27%	0.42	7,714.29

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Angeline Teoh Choo Yee

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANGELINE TEOH CHOO YEE	-	-	12,000.00	1.00	1	0	0.20	12,000.00
AU FEI EE	43,843.20	3.00	79,123.20	6.00	1	1	1.20	13,187.20
DORCAS LAI JIA SZEN	-	-	6,000.00	1.00	1	0	0.20	6,000.00
ENG CHUN WEI	5,040.00	1.00	7,440.00	2.00	1	1	0.40	21,000.00
GURUNATHAN A/L SUPURMANIN @ S	-	-	42,000.00	2.00	1	0	0.40	-
HUE AI TING	-	-	-	-	1	0	-	-
KONG CHEW VIN	-	-	-	-	1	0	-	-
LEE XUE MIN	-	-	23,580.00	4.00	1	0	0.80	5,895.00
TIU KANG LIN	-	-	-	-	1	0	-	-
TUNG YEW WENG	-	-	24,000.00	2.00	1	0	0.40	12,000.00
WONG SI JING	-	-	50,400.00	1.00	1	0	0.20	50,400.00
Grand Total	48,883.20	4.00	244,543.20	19.00	11	18%	0.35	12,220.80

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Angeline Teoh Choo Yee

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANGELINE TEOH CHOO YEE	-	-	12,000.00	1.00	1	0	0.17	12,000.00
AU FEI EE	12,000.00	1.00	91,123.20	7.00	1	1	1.17	13,017.60
DORCAS LAI JIA SZEN	-	-	6,000.00	1.00	1	0	0.17	6,000.00
ENG CHUN WEI	-	-	7,440.00	2.00	1	0	0.33	3,720.00
GURUNATHAN A/L SUPURMANIN @ S	-	-	42,000.00	2.00	1	0	0.40	21,000.00
HUE AI TING	-	-	-	-	1	0	-	-
LEE XUE MIN	6,000.00	2.00	29,580.00	6.00	1	1	1.00	4,930.00
TIU KANG LIN	-	-	-	-	1	0	-	-
TUNG YEW WENG	-	-	24,000.00	2.00	1	0	0.33	12,000.00
WONG SI JING	-	-	50,400.00	1.00	1	0	0.33	50,400.00
Grand Total	18,000.00	3.00	262,543.20	22.00	10	20%	0.39	6,000.00

2nd Qtr 120,883.20 14 10 22% 0.39 8,634.51

1st Half 262,543.20 22 10 25% 0.31 11,933.78

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Angeline Teoh Choo Yee

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANGELINE TEOH CHOO YEE	5,400.00	1.00	17,400.00	2.00	1	1	1.00	5,400.00
ENG CHUN WEI	-	-	7,440.00	2.00	1	0	-	-
GURUNATHAN A/L SUPURMANIN @ S	-	-	42,000.00	2.00	1	0	-	-
LEE XUE MIN	-	-	29,580.00	6.00	1	0	-	-
TUNG YEW WENG	-	-	24,000.00	2.00	1	0	-	-
Grand Total	5,400.00	1.00	120,420.00	14.00	5	20%	0.20	5,400.00

Agency **GVF - CENTRAL**
 Rank (BDM)
 BDM Chan Phui Jien

January	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHAN PHUI JIEN	2,500.00	1.00	2,500.00	1.00	1	1	1.00	2,500.00
CHEW CHEOK HUONG	-	-	-	-	1	0	-	-
FOO YU SUEN	-	-	-	-	1	0	-	-
LIM HAU MUN	21,132.00	2.00	21,132.00	2.00	1	1	2.00	10,566.00
MAH HOOI XIN	-	-	-	-	1	0	-	-
TAN TENG JENG	-	-	-	-	1	0	-	-
Grand Total	23,632.00	3.00	23,632.00	3.00	6	33%	0.50	7,877.33

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Chan Phui Jien

February	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHAN PHUI JIEN	-	-	2,500.00	1.00	1	0	0.5	0
CHEW CHEOK HUONG	-	-	-	-	1	0	0	0
FOO YU SUEN	1,800.00	1.00	1,800.00	1.00	1	1	0.5	1800
LIM HAU MUN	-	-	21,132.00	2.00	1	0	1	0
MAH HOOI XIN	-	-	-	-	1	0	0	0
TAN TENG JENG	-	-	-	-	1	0	0	0
Grand Total	1,800.00	1.00	25,432.00	4.00	6	17%	0.33	1,800.00

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Chan Phui Jien

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHAN PHUI JIEN	-	-	2,500.00	1.00	1	0	0.33	2,500.00
CHEW CHEOK HUONG	-	-	-	-	1	0	-	-
FOO YU SUEN	4,800.00	1.00	6,600.00	2.00	1	1	0.67	3,300.00
LIM HAU MUN	-	-	21,127.20	2.00	1	0	0.67	10,563.60
MAH HOOI XIN	-	-	-	-	1	0	-	-
TAN TENG JENG	-	-	-	-	1	0	-	-
Grand Total	4,800.00	1.00	30,227.20	5.00	6	17%	0.28	4,800.00

1st Qtr **30,227.20** **5** **6** **22%** **0.37** **6,045.44**

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Chan Phui Jien

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHAN PHUI JIEN	-	-	2,500.00	1.00	1	0	0.25	2,500.00
CHEW CHEOK HUONG	-	-	-	-	1	0	-	-
FOO YU SUEN	297.00	3.00	6,897.00	3.00	1	1	0.75	2,299.00
LIM HAU MUN	4,200.00	3.00	25,327.20	3.00	1	1	0.75	8,442.40
MAH HOOI XIN	-	-	-	-	1	0	-	-
TAN TENG JENG	-	-	-	-	1	0	-	-
Grand Total	4,497.00	6.00	34,724.20	7.00	6	33%	0.29	749.50

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Chan Phui Jien

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHAN PHUI JIEN	12,504.00	2.00	15,004.00	3.00	1	1	0.60	5,001.33
CHEW CHEOK HUONG	3,200.00	1.00	3,200.00	1.00	1	1	0.20	3,200.00
FOO YU SUEN	-	-	6,897.00	3.00	1	0	0.60	2,299.00
LIM HAU MUN	14,520.00	2.00	39,847.20	5.00	1	1	1.00	7,969.44
LIM SOO KHENG	-	-	-	-	1	0	-	-
MAH HOOI XIN	-	-	-	-	1	0	-	-
POON HOE FOO	-	-	-	-	1	0	-	-
TAN TENG JENG	-	-	-	-	1	0	-	-
Grand Total	30,224.00	5.00	64,948.20	12.00	8	38%	0.30	6,044.80

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Chan Phui Jien

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHAN PHUI JIEN	7,016.24	3.00	22,020.24	6.00	1	1	1.00	3,670.04
CHEW CHEOK HUONG	2,400.00	1.00	5,600.00	2.00	1	1	0.33	2,800.00
FOO YU SUEN	15,600.00	2.00	22,497.00	5.00	1	1	0.83	4,499.40
HOO FOO SON	55,020.00	6.00	55,020.00	6.00	1	1	1.50	9,170.00
LIM HAU MUN	4,800.00	2.00	44,647.20	7.00	1	1	1.17	6,378.17
LIM SOO KHENG	-	-	-	-	1	0	-	-
LUWE LE MOI	-	-	-	-	1	0	-	-
MAH HOOI XIN	-	-	-	-	1	0	-	-
POON HOE FOO	-	-	-	-	1	0	-	-
TAN TENG JENG	-	-	-	-	1	0	-	-
Grand Total	84,836.24	14.00	149,784.44	26.00	10	50%	0.48	6,059.73

2nd Qtr 119,557.24 25 10 40% 0.36 4,782.29

1st Half 149,784.44 26 10 31% 0.36 5,760.94

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Chan Phui Jien

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHAN PHUI JIEN	966.00	1.00	22,986.24	7.00	1	1	1.00	966.00
CHEW CHEOK HUONG	3,600.00	1.00	9,200.00	3.00	1	1	1.00	3,600.00
LUWE LE MOI	-	-	-	-	1	0	-	-
MAH HOOI XIN	-	-	-	-	1	0	-	-
POON HOE FOO	4,080.00	1.00	4,080.00	1.00	1	1	1.00	4,080.00
TAN TENG JENG	-	-	-	-	1	0	-	-
Grand Total	8,646.00	3.00	36,266.24	11.00	6	50%	0.50	2,882.00

Agency **GVF - CENTRAL**
 Rank (BDM)
 BDM Wong Soon Keong

January	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOO YUET YEN	-	-	-	-	1	0	0	-
LIEU CHEE MING	-	-	-	-	1	0	0	-
NEOH MEEI LING	12,000.00	1.00	12,000.00	1.00	1	1	1	12,000.00
NG JU LING	4,200.00	1.00	4,200.00	1.00	1	1	1	4,200.00
NG SENG KUANG	-	-	-	-	1	0	0	-
S MUGANDAN A/L SELVARAJAH	-	-	-	-	1	0	0	-
TANG KAH HIANG	8,400.00	2.00	8,400.00	2.00	1	1	2	4,200.00
WONG SOON KEONG	-	-	-	-	1	0	0	-
Grand Total	24,600.00	4.00	24,600.00	4.00	8	38%	0.5	6,150.00

Agency **GVF - CENTRAL**
 Rank (BDM)
 BDM Wong Soon Keong

February	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOO YUET YEN	-	-	-	-	1	0	-	-
LIEU CHEE MING	-	-	-	-	1	0	-	-
NEOH MEEI LING	48,000.00	3.00	60,000.00	4.00	1	1	3.00	16,000.00
NG JU LING	-	-	4,200.00	1.00	1	0	-	-
NG SENG KUANG	9,600.00	1.00	9,600.00	1.00	1	1	1.00	9,600.00
S MUGANDAN A/L SELVARAJAH	-	-	-	-	1	0	-	-
TANG KAH HIANG	-	-	8,400.00	2.00	1	0	-	-
TEOH SENG TAY	-	-	-	-	1	0	-	-
WONG SOON KEONG	-	-	-	-	1	0	-	-
Grand Total	57,600.00	4.00	82,200.00	8.00	9	22%	0.44	14,400.00

Agency **GVF - CENTRAL**
 Rank (BDM)
 BDM Wong Soon Keong

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOO YUET YEN	-	-	-	-	1	0	-	-
LIEU CHEE MING	-	-	-	-	1	0	-	-
NEOH MEEI LING	-	-	60,000.00	4.00	1	0	1.33	15,000.00
NG JU LING	9,480.00	1.00	13,680.00	2.00	1	1	0.67	6,840.00
NG SENG KUANG	-	-	9,600.00	1.00	1	0	0.33	9,600.00
S MUGANDAN A/L SELVARAJAH	-	-	-	-	1	0	-	-
TANG KAH HIANG	-	-	8,400.00	2.00	1	0	0.67	4,200.00
TEOH SENG TAY	-	-	-	-	1	0	-	-
WONG SOON KEONG	-	-	-	-	1	0	-	-
Grand Total	9,480.00	1.00	91,680.00	9.00	9	11%	0.33	9,480.00

1st Qtr **91,680.00** **9** **9** **24%** **0.43** **10,186.67**

Agency **GVF - CENTRAL**
 Rank (BDM)
 BDM Wong Soon Keong

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOO YUET YEN	-	-	-	-	1	0	-	-
LIEU CHEE MING	-	-	-	-	1	0	-	-
NEOH MEEI LING	-	-	60,000.00	4.00	1	0	1.00	15,000.00
NG JU LING	-	-	13,680.00	2.00	1	0	0.50	6,840.00
NG SENG KUANG	-	-	9,600.00	1.00	1	0	0.25	9,600.00
S MUGANDAN A/L SELVARAJAH	-	-	-	-	1	0	-	-
TANG KAH HIANG	3,480.00	3.00	11,880.00	3.00	1	1	0.75	3,960.00
TEOH SENG TAY	-	-	-	-	1	0	-	-
WONG SOON KEONG	-	-	-	-	1	0	-	-
Grand Total	3,480.00	3.00	95,160.00	10.00	9	11%	0.28	1,160.00

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Wong Soon Keong

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOO YUET YEN	-	-	-	-	1	0	-	-
LIEU CHEE MING	-	-	-	-	1	0	-	-
NEOH MEEI LING	-	-	60,000.00	4.00	1	0	0.80	15,000.00
NG JU LING	-	-	13,680.00	2.00	1	0	0.40	6,840.00
NG SENG KUANG	-	-	9,600.00	1.00	1	0	0.20	9,600.00
S MUGANDAN A/L SELVARAJAH	-	-	-	-	1	0	-	-
TANG KAH HIANG	6,000.00	1.00	17,880.00	4.00	1	1	0.80	4,470.00
TEOH SENG TAY	-	-	-	-	1	0	-	-
WONG SOON KEONG	-	-	-	-	1	0	-	-
Grand Total	6,000.00	1.00	101,160.00	11.00	9	11%	0.24	6,000.00

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Wong Soon Keong

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOO YUET YEN	-	-	-	-	1	0	-	-
LIEU CHEE MING	-	-	-	-	1	0	-	-
NEOH MEEI LING	-	-	60,000.00	4.00	1	0	0.67	15,000.00
NG JU LING	-	-	13,680.00	2.00	1	0	0.33	6,840.00
NG SENG KUANG	-	-	-	-	1	0	-	-
S MUGANDAN A/L SELVARAJAH	-	-	-	-	1	0	-	-
TANG KAH HIANG	3,000.00	1.00	20,880.00	5.00	1	1	0.83	4,176.00
TEOH SENG TAY	-	-	-	-	1	0	-	-
WONG SOON KEONG	-	-	-	-	1	0	-	-
Grand Total	3,000.00	1.00	94,560.00	11.00	9	11%	0.20	3,000.00

2nd Qtr 12,480.00 5 9 11% 0.24 2,496.00

1st Half 94,560.00 11 9 17% 0.33 8,596.36

Agency GVF - CENTRAL
 Rank (BDM)
 BDM Wong Soon Keong

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOO YUET YEN	-	-	-	-	1	0	-	-
LIEU CHEE MING	-	-	-	-	1	0	-	-
NEOH MEEI LING	18,000.00	1.00	78,000.00	5.00	1	1	1.00	18,000.00
NG JU LING	-	-	13,680.00	2.00	1	0	-	-
NG SENG KUANG	-	-	96,000.00	1.00	1	0	-	-
S MUGANDAN A/L SELVARAJAH	-	-	-	-	1	0	-	-
TANG KAH HIANG	-	-	20,880.00	5.00	1	0	-	-
TEOH SENG TAY	-	-	-	-	1	0	-	-
WONG SOON KEONG	-	-	-	-	1	0	-	-
Grand Total	18,000.00	1.00	208,560.00	13.00	9	11%	0.11	18,000.00

Agency

GVF - CENTRAL

Agency
Rank
BDM

GVF - CENTRAL
(BDM)
Au Fei Ee

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
AU FEI EE	-	-	91,123.20	7.00	1	0	-	-
DORCAS LAI JIA SZEN	-	-	6,000.00	1.00	1	0	-	-
HUE AI TING	-	-	-	-	1	0	-	-
TIU KANG LIN	6,000.00	1.00	6,000.00	1.00	1	1	1.00	6,000.00
WONG SI JING	-	-	50,400.00	1.00	1	0	-	-
Grand Total	6,000.00	1.00	153,523.20	10.00	5	20%	0.20	6,000.00

Agency

GVF - KK

Rank

(BDM)

BDM

Brandon Wong Ken Vui

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
BRANDON WONG KEN VUI	108,000.00	2.00	108,000.00	2.00	1	1	2	54000
CHIEW FATT YING	-	-	-	-	1	0	0	0
CHONG TSU TSHUNG	-	-	-	-	1	0	0	0
DAPHNE WONG JIA PING	-	-	-	-	1	0	0	0
ERIC GORDAN YAPP CHANG SHIUNG	-	-	-	-	1	0	0	0
KAREN TANG KIT LU	-	-	-	-	1	0	0	0
LEE AI LIN	-	-	-	-	1	0	0	0
MARIANI BINTI ARMANDO	-	-	-	-	1	0	0	0
NG SAN SAN	-	-	-	-	1	0	0	0
NOVENA CHIN	-	-	-	-	1	0	0	0
Grand Total	108,000.00	2.00	108,000.00	2.00	10	10%	0.2	54,000.00

Agency

GVF - KK

Rank

(BDM)

BDM

Brandon Wong Ken Vui

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
BRANDON WONG KEN VUI	-	-	108,000.00	2.00	1	0	1.00	-
CHIEW FATT YING	-	-	-	-	1	0	-	-
DAPHNE WONG JIA PING	6,000.00	1.00	6,000.00	1.00	1	1	0.50	-
KAREN TANG KIT LU	-	-	-	-	1	0	-	-
LEE AI LIN	-	-	-	-	1	0	-	-
MARIANI BINTI ARMANDO	-	-	-	-	1	0	-	-
NOVENA CHIN	-	-	-	-	1	0	-	-
Grand Total	6,000.00	1.00	114,000.00	3.00	7	14%	0.21	6,000.00

Agency

GVF - KK

Rank

(BDM)

BDM

Brandon Wong Ken Vui

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
BRANDON WONG KEN VUI	-	-	108,000.00	2.00	1	0	0.67	54,000.00
CHIEW FATT YING	-	-	-	-	1	0	-	-
DAPHNE WONG JIA PING	-	-	6,000.00	1.00	1	0	0.33	6,000.00
KAREN TANG KIT LU	-	-	-	-	1	0	-	-
LEE AI LIN	-	-	-	-	1	0	-	-
MARIANI BINTI ARMANDO	-	-	-	-	1	0	-	-
NOVENA CHIN	-	-	-	-	1	0	-	-
Grand Total	-	-	114,000.00	3.00	7	0%	0.14	-

1st Qtr

114000

3

5

6% 0.18571429

38,000.00

Agency

GVF - KK

Rank

(BDM)

BDM

Brandon Wong Ken Vui

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
BRANDON WONG KEN VUI	-	-	108,000.00	2.00	1	0	0.50	54,000.00
CHIEW FATT YING	-	-	-	-	1	0	-	-
DAPHNE WONG JIA PING	13,000.00	2.00	19,000.00	2.00	1	1	0.50	9,500.00
KAREN TANG KIT LU	-	-	-	-	1	0	-	-
LEE AI LIN	-	-	-	-	1	0	-	-
MARIANI BINTI ARMANDO	-	-	-	-	1	0	-	-
NOVENA CHIN	-	-	-	-	1	0	-	-
Grand Total	13,000.00	2.00	127,000.00	4.00	7	14%	0.14	6,500.00

Agency GVF - KK
 Rank (BDM)
 BDM Brandon Wong Ken Vui

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
BRANDON WONG KEN VUI	-	-	108,000.00	2.00	1	0	0.40	54,000.00
DAPHNE WONG JIA PING	-	-	19,000.00	2.00	1	0	0.40	9,500.00
KAREN TANG KIT LU	-	-	-	-	1	0	-	-
LEE AI LIN	-	-	-	-	1	0	-	-
Grand Total	-	-	127,000.00	4.00	4	0	0.20	-

Agency GVF - KK
 Rank (BDM)
 BDM Brandon Wong Ken Vui

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
BRANDON WONG KEN VUI	-	-	108,000.00	2.00	1	0	0.33	54,000.00
DAPHNE WONG JIA PING	-	-	-	-	1	0	-	-
KAREN TANG KIT LU	-	-	-	-	1	0	-	-
LEE AI LIN	-	-	-	-	1	0	-	-
Grand Total	-	-	108,000.00	2.00	4	0%	0.08	-

2nd Qtr 13,000.00 2 4 5% 0.14 6,500.00

1st Half 127,000.00 4 4 5% 0.16 31,750.00

Agency GVF - KK
 Rank (BDM)
 BDM Brandon Wong Ken Vui

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
BRANDON WONG KEN VUI	-	-	108,000.00	2.00	1.00	0	-	-
DAPHNE WONG JIA PING	-	-	19,000.00	2.00	1.00	0	-	-
KAREN TANG KIT LU	4,872.00	2.00	4,872.00	2.00	1.00	1	2.00	2,436.00
LEE AI LIN	-	-	-	-	1.00	0	-	-
Grand Total	4,872.00	2.00	131,872.00	6.00	4.00	25%	0.50	2,436.00

Agency **GVV**
 Rank (BDM)
 BDM Liew Hai Chen

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIEW HAI CHEN	3,600.00	1.00	3,600.00	1.00	1	1	1	3,600.00
LIEW SAN HUA	396.00	-	396.00	-	1	1	0	-
Grand Total	3,996.00	1.00	3,996.00	1.00	2	100%	0.50	3,996.00

Agency **GVV**
 Rank (BDM)
 BDM Liew Hai Chen

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIEW HAI CHEN	100.00	-	3,700.00	1.00	1	1	0.50	-
LIEW SAN HUA	5,892.26	2.00	6,288.26	2.00	1	1	1.00	2,946.13
Grand Total	5,992.26	2.00	9,988.26	3.00	2	100%	0.75	2,996.13

Agency **GVV**
 Rank (BDM)
 BDM Liew Hai Chen

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIEW HAI CHEN	3,100.00	1.00	6,800.00	2.00	1	1	0.67	3,400.00
LIEW SAN HUA	30,400.00	8.00	36,688.26	10.00	1	1	3.33	3,668.83
Grand Total	33,500.00	9.00	43,488.26	12.00	2	100%	2.00	3,722.22

1st Qtr **43,488.26** **12** **2** **100%** **1.08** **3,624.02**

Agency **GVV**
 Rank (BDM)
 BDM Liew Hai Chen

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIEW HAI CHEN	-	-	6,800.00	2.00	1	0	0.50	3,400.00
LIEW SAN HUA	2,640.00	1.00	39,328.26	11.00	1	1	2.75	3,575.30
Grand Total	2,640.00	1.00	46,128.26	13.00	2	50%	1.63	2,640.00

Agency **GVV**
 Rank (BDM)
 BDM Liew Hai Chen

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIEW HAI CHEN	6,039.60	2.00	12,839.60	4.00	1	1	0.80	3,209.90
LIEW SAN HUA	4,800.00	2.00	44,128.26	13.00	1	1	2.60	3,394.48
Grand Total	10,839.60	4.00	56,967.86	17.00	2	100%	1.70	2,709.90

Agency GVV
 Rank (BDM)
 BDM Liew Hai Chen

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIEW HAI CHEN	-	-	12,839.60	4.00	1	0	0.67	3,209.90
LIEW SAN HUA	2,640.00	1.00	46,768.26	14.00	1	1	2.33	3,340.59
Grand Total	2,640.00	1.00	59,607.86	18.00	2	50%	1.50	2,640.00

2nd Qtr 16,119.60 6.00 2 67% 1.61 2,686.60

1st Half 59,607.86 18 2 83% 1.35 3,311.55

Agency GVV
 Rank (All)
 BDM Liew Hai Chen

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIEW HAI CHEN	-	-	12,839.60	4.00	1	0	-	-
LIEW SAN HUA	-	-	46,768.26	14.00	1	0	-	-
Grand Total	-	-	59,607.86	18.00	2	0%	-	-

Agency **GVV**
 Rank (BDM)
 BDM Liew Puho Ling

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIEW PUHO LING	16,312.00	1	16,312.00	1	1	1	1	16,312.00
Grand Total	16,312.00	1	16,312.00	1	1	100%	1.00	16,312.00

Agency **GVV**
 Rank (BDM)
 BDM Liew Puho Ling

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIEW PUHO LING	3,000.00	1.00	19,312.00	2.00	1	1	1.00	3,000.00
YEO HUI HUA	-	-	-	-	1	0	-	-
Grand Total	3,000.00	1.00	19,312.00	2.00	2	50%	0.50	3,000.00

Agency **GVV**
 Rank (BDM)
 BDM Liew Puho Ling

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIEW PUHO LING	11,600.00	3.00	30,912.00	5.00	1	1	1.67	6,182.40
YEO HUI HUA	29,760.00	6.00	29,760.00	6.00	1	1	6.00	4,960.00
Grand Total	41,360.00	9.00	60,672.00	11.00	2	100%	3.84	4,595.56

1st Qtr **60,672.00** **11** **2** **83%** **1.78** **5,515.64**

Agency **GVV**
 Rank (BDM)
 BDM Liew Puho Ling

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG SZE JUN	-	-	-	-	1	0	-	-
LIEW PUHO LING	-	1.00	30,912.00	5.00	1	0	1.25	6,182.40
YEO HUI HUA	2,448.00	1.00	32,208.00	7.00	1	1	3.50	4,601.14
Grand Total	2,448.00	2.00	63,120.00	12.00	3	33%	1.58	1,224.00

Agency **GVV**
 Rank (BDM)
 BDM Liew Puho Ling

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG SZE JUN	3,600.00	1.00	3,600.00	1.00	1	1	0.20	3,600.00
LIEW PUHO LING	9,700.00	2.00	40,612.00	7.00	1	1	1.40	5,801.71
YEO HUI HUA	10,115.88	5.00	42,323.88	12.00	1	1	2.40	3,526.99
Grand Total	23,415.88	8.00	86,535.88	20.00	3	100%	1.33	2,926.99

Agency GVV
 Rank (BDM)
 BDM Liew Puho Ling

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG SZE JUN	3,214.68	1.00	6,814.68	2.00	1	1	1.00	3,407.34
LIEW PUHO LING	4,599.96	2.00	45,211.96	9.00	1	1	1.50	5,023.55
YEO HUI HUA	-	-	42,323.88	12.00	1	0	3.00	3,526.99
Grand Total	7,814.64	3.00	94,350.52	23.00	3	67%	1.83	2,604.88

2nd Qtr **33,678.52** **13.00** **3** **67%** **1.58** **2,590.66**

1st Half **94,350.52** **23** **3** **75%** **1.68** **4,102.20**

Agency GVV
 Rank (BDM)
 BDM Liew Puho Ling

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG SZE JUN	-	-	6,814.64	2.00	1	0	-	-
LIEW PUHO LING	-	-	45,211.96	9.00	1	0	-	-
YEO HUI HUA	-	-	42,323.88	12.00	1	0	-	-
Grand Total	-	-	94,350.48	23.00	3	0%	-	#DIV/0!

Agency **JBBO DIRECT**
 Rank (BDM)
 BDM Yap Chen Heng

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOK WAI CHUN	-	-	-	-	1	0	0	0
WONG KEE LEUNG	-	-	-	-	1	0	0	0
YAP CHEN HENG	-	-	-	-	1	0	0	0
Grand Total	-	-	-	-	3	0	0	0

Agency **JBBO DIRECT**
 Rank (BDM)
 BDM Yap Chen Heng

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOK WAI CHUN	13,193.08	6.00	13,193.08	6.00	1	1	6	2,198.85
WONG KEE LEUNG	-	-	-	-	1	0	0	-
YAP CHEN HENG	-	-	-	-	1	0	0	-
Grand Total	13,193.08	6.00	13,193.08	6.00	3	33%	2	2,198.85

Agency **JBBO DIRECT**
 Rank (BDM)
 BDM Yap Chen Heng

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOK WAI CHUN	2,600.04	1.00	10,593.04	5.00	1	0	2.50	2,118.61
WONG KEE LEUNG	-	-	-	-	1	0	-	-
YAP CHEN HENG	-	-	-	-	1	0	-	-
Grand Total	2,600.04	1.00	10,593.04	5.00	3	0	0.83	-

1st Qtr 10,593.04 5 11% 0.94444444 2,118.61

Agency **JBBO DIRECT**
 Rank (BDM)
 BDM Yap Chen Heng

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOK WAI CHUN	2,400.00	1.00	8,193.04	4.00	1	1	1.00	2,048.26
WONG KEE LEUNG	-	-	-	-	1	0	-	-
YAP CHEN HENG	4,800.00	1.00	4,800.00	1.00	1	1	0.25	4,800.00
Grand Total	7,200.00	2.00	3,393.04	3.00	3	67%	0.25	3,600.00

Agency **JBBO DIRECT**
 Rank (BDM)
 BDM Yap Chen Heng

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOK WAI CHUN	-	-	8,193.04	4.00	1	0	0.80	2,048.26
WONG KEE LEUNG	-	-	-	-	1	0	-	-
YAP CHEN HENG	-	-	4,800.00	1.00	1	0	0.20	4,800.00
Grand Total	-	-	3,393.04	3.00	3	0	0.20	-

Agency **JBBO DIRECT**
 Rank (BDM)
 BDM Yap Chen Heng

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOK WAI CHUN	-	-	8,193.04	4.00	1	0	2.00	2,048.26
WONG KEE LEUNG	-	-	-	-	1	0	-	-
YAP CHEN HENG	4,800.00	1.00	-	-	1	1	-	-
Grand Total	4,800.00	1.00	8,193.04	4.00	3	33%	0.67	4,800.00

2nd Qtr -2400 -1 3 33% 0.37 2400

1st Half 8,193.04 4 3 22% 0.66 2,048.26

Agency JBBO DIRECT
Rank (BDM)
BDM Yap Chen Heng

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOK WAI CHUN	-	-	8,193.04	4.00	1	0	0	-
WONG KEE LEUNG	-	-	-	-	1	0	0	-
YAP CHEN HENG	36.00	-	36.00	-	1	1	0	-
Grand Total	36.00	-	8,229.04	4.00	3	33%	-	-

Agency **NORTHERN JACK LAI**

Rank (BDM)

BDM Ooi Ai Suang

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIM ENG LYE	-	-	-	-	1	0	-	-
OOI AI SUANG	-	-	-	-	1	0	-	-
OOI SIAW HUN	-	-	-	-	1	0	-	-
Grand Total	-	-	-	-	3	0%	-	-

Agency NORTHERN JACK LAI

Rank (BDM)

BDM Ooi Ai Suang

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIM ENG LYE	-	-	-	-	1	0	-	-
OOI AI SUANG	3,504.00	1.00	3,504.00	1.00	1	1	1.00	3,504.00
OOI SIAW HUN	-	1.00	-	1.00	1	1	-	2,457.00
Grand Total	1,047.00	-	1,047.00	-	3	67%	-	-

Agency NORTHERN JACK LAI

Rank (BDM)

BDM Ooi Ai Suang

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIM ENG LYE	2,799.96	1.00	2,799.96	1.00	1	1	0.33	2,799.96
OOI AI SUANG	60,804.00	1.00	64,308.00	2.00	1	1	0.67	32,154.00
OOI SIAW HUN	-	-	-	1.00	1	0	-	2,457.00
Grand Total	63,603.96	2.00	64,650.96	2.00	3	67%	0.22	31,801.98

1st Qtr			64,650.96	2	3	44%	0.07	32,325.48
----------------	--	--	------------------	----------	----------	------------	-------------	------------------

Agency NORTHERN JACK LAI

Rank (BDM)

BDM Ooi Ai Suang

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIM ENG LYE	-	-	2,799.96	1.00	1	0	0.25	2,799.96
OOI AI SUANG	4,668.00	1.00	68,976.00	3.00	1	1	0.75	22,992.00
OOI SIAW HUN	2,457.00	-	-	-	1	1	-	-
Grand Total	7,125.00	1.00	71,775.96	4.00	3	67%	0.33	7,125.00

Agency NORTHERN JACK LAI

Rank (BDM)

BDM Ooi Ai Suang

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIM ENG LYE	-	-	2,799.96	1.00	1	0	0.20	2,799.96
OOI AI SUANG	26,448.12	4.00	95,424.12	7.00	1	1	1.40	13,632.02
OOI SIAW HUN	29,011.00	2.00	29,011.00	2.00	1	1	0.40	14,505.50
Grand Total	55,459.12	6.00	127,235.08	10.00	3	67%	0.67	9,243.19

Agency **ONEIRIC**
 Rank (BDM)
 BDM Cheah Teck Wai

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEAH TECK WAI	-	-	-	-	1	0	-	-
Grand Total	-	-	-	-	1	0%	-	-

Agency ONEIRIC
 Rank (BDM)
 BDM Cheah Teck Wai

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEAH TECK WAI	4,800.00	2.00	4,800.00	2.00	1	1	1.00	2,400.00
Grand Total	4,800.00	2.00	4,800.00	2.00	1	100%	1.00	2,400.00

Agency ONEIRIC
 Rank (BDM)
 BDM Cheah Teck Wai

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEAH TECK WAI	2,400.00	1.00	7,200.00	3.00	1	1	1.00	2,400.00
Grand Total	2,400.00	1.00	7,200.00	3.00	1	100%	1.00	2,400.00

1st Qtr			7,200.00	3	1	67%	0.67	2,400.00
----------------	--	--	-----------------	----------	----------	------------	-------------	-----------------

Agency ONEIRIC
 Rank (BDM)
 BDM Cheah Teck Wai

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEAH TECK WAI	480.00	-	7,680.00	3	1	1	0.75	2,560.00
Grand Total	480.00	-	7,680.00	3	1	100%	0.75	-

Agency ONEIRIC
 Rank (BDM)
 BDM Cheah Teck Wai

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEAH TECK WAI	10,400.00	4.00	18,080.00	7.00	1	1	1.40	2,582.86
Grand Total	10,400.00	4.00	18,080.00	7.00	1	100%	1.40	2,600.00

Agency ONEIRIC
 Rank (BDM)
 BDM Cheah Teck Wai

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEAH TECK WAI	3,888.00	1.00	21,968.00	8.00	1	1	1.33	3,888.00
Grand Total	3,888.00	1.00	21,968.00	8.00	1	100%	1.33	3,888.00

2nd Qtr			14,768.00	5	1	100%	1.16	2,953.60
----------------	--	--	------------------	----------	----------	-------------	-------------	-----------------

1st Half			21,968.00	8	1	83%	0.91	2,746.00
-----------------	--	--	------------------	----------	----------	------------	-------------	-----------------

Agency ONEIRIC
Rank (BDM)
BDM Cheah Teck Wai

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEAH TECK WAI	-	-	21,968.00	8	1	0	-	-
Grand Total	-	-	21,968.00	8	1	0%	-	-

Agency **ONEIRIC**
 Rank (BDM)
 BDM Lim Seng Yew

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LIM SENG YEW	-	-	-	-	1	0	-	-
Grand Total	-	-	-	-	1	0%	-	-

Agency ONEIRIC
 Rank (BDM)
 BDM Lim Seng Yew

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOH WAI SHYUAN	10,080.00	4.00	10,080.00	4.00	1	1	-	2,520.00
LIM KOK SENG	140.00	-	140.00	-	0	0	-	-
LIM SENG YEW	-	-	-	-	1	0	-	-
Grand Total	10,220.00	4.00	10,220.00	4.00	2	50%	-	2,555.00

Agency ONEIRIC
 Rank (BDM)
 BDM Lim Seng Yew

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOH WAI SHYUAN	-	-	10,080.00	4.00	1	0	4.00	2,520.00
LIM KOK SENG	-	-	140.00	-	0	0	-	-
LIM SENG YEW	9,600.00	3.00	9,600.00	3.00	1	1	1.00	3,200.00
Grand Total	9,600.00	3.00	19,820.00	7.00	2	50%	2.50	3,200.00

1st Qtr **19,820.00** **7** **2** **33%** **0.83** **2,831.43**

Agency ONEIRIC
 Rank (BDM)
 BDM Lim Seng Yew

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOH WAI SHYUAN	11,261.36	4.00	21,341.36	8.00	1	1	4.00	2,667.67
LIM KOK SENG	-	-	140.00	-	0	0	-	-
LIM SENG YEW	-	-	9,600.00	3.00	1	0	0.75	3,200.00
Grand Total	11,261.36	4.00	31,081.36	11.00	2	50%	2.38	2,815.34

Agency ONEIRIC
 Rank (BDM)
 BDM Lim Seng Yew

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOH WAI SHYUAN	-	-	21,341.36	8.00	1	0	1.60	2,667.67
LIM KOK SENG	-	-	140.00	-	0	0	-	-
LIM SENG YEW	-	-	9,600.00	3.00	1	0	0.60	3,200.00
Grand Total	-	-	31,081.36	11.00	2	0%	1.10	-

Agency ONEIRIC
 Rank (BDM)
 BDM Lim Seng Yew

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOH WAI SHYUAN	-	-	21,341.36	8.00	1	0	2.67	2,667.67
LIM KOK SENG	-	-	140.00	-	0	0	-	-
LIM SENG YEW	18,352.80	3.00	27,952.80	6.00	1	1	1.00	4,658.80
Grand Total	18,352.80	3.00	49,434.16	14.00	2	50%	1.84	6,117.60

2nd Qtr **29,614.16** **7** **2** **33%** **1.77** **4,230.59**

1st Half **49,434.16** **14** **2** **33%** **1.30** **3,531.01**

Agency ONEIRIC
 Rank (BDM)
 BDM Lim Seng Yew

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KOH WAI SHYUAN	3,000.00	1	24,341.36	9	1	1	1.00	3,000.00
LIM SENG YEW	7,260.00	1	35,212.80	7	1	1	1.00	7,260.00
Grand Total	10,260.00	2	59,554.16	16	2	100%	1.00	5,130.00

Agency **ONEIRIC**
 Rank (BDM)
 BDM Sem Seou Yein

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KHOO PEI SIAH	-	-	-	-	1	0	-	-
KOH SUET TING	3,576.00	- 1.00	3,576.00	- 1.00	1	1	- 1.00	- 3,576.00
SEM SEOU YEIN	8,199.96	1.00	8,199.96	1.00	1	1	1.00	8,199.96
TAI AN GEE	6,228.00	2.00	6,228.00	2.00	1	1	2.00	3,114.00
Grand Total	18,003.96	2.00	18,003.96	2.00	4	75%	0.50	9,001.98

Agency ONEIRIC
 Rank (All)
 BDM Sem Seou Yein

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KHOO PEI SIAH	-	-	-	-	1	0	-	-
KOH SUET TING	-	-	3,576.00	- 1.00	1	0	- 0.50	-
SEM SEOU YEIN	-	-	8,199.96	1.00	1	0	0.50	-
TAI AN GEE	1,800.00	1.00	8,028.00	3.00	1	1	1.50	1,800.00
Grand Total	1,800.00	1.00	19,803.96	3.00	4	25%	0.38	1,800.00

Agency ONEIRIC
 Rank (All)
 BDM Sem Seou Yein

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KHOO PEI SIAH	25,620.08	8.00	25,620.08	8.00	1	1	2.67	3,202.51
KOH SUET TING	7,600.08	-	11,176.08	- 1.00	1	1	- 0.33	- 11,176.08
SEM SEOU YEIN	-	-	8,199.96	1.00	1	0	0.33	8,199.96
TAI AN GEE	7,080.00	1.00	15,108.00	4.00	1	1	1.33	3,777.00
Grand Total	40,300.16	9.00	60,104.12	12.00	4	75%	1.00	4,477.80

1st Qtr 60,104.12 12 4 58% 0.63 5,008.68

Agency ONEIRIC
 Rank (All)
 BDM Sem Seou Yein

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KHOO PEI SIAH	5,700.00	2.00	31,320.08	10.00	1	1	2.50	3,132.01
KOH SUET TING	-	-	11,176.08	- 1.00	1	0	- 0.25	- 11,176.08
SEM SEOU YEIN	20,692.00	2.00	28,891.96	3.00	1	1	0.75	9,630.65
TAI AN GEE	-	-	15,108.00	4.00	1	0	1.00	3,777.00
Grand Total	26,392.00	4.00	86,496.12	16.00	4	50%	1.00	6,598.00

Agency ONEIRIC
 Rank (All)
 BDM Sem Seou Yein

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KHOO PEI SIAH	2,400.00	1.00	33,720.08	11.00	1	1	2.20	3,065.46
KOH SUET TING	-	-	11,176.08	- 1.00	1	0	- 0.20	- 11,176.08
SEM SEOU YEIN	-	-	28,891.96	3.00	1	0	0.60	9,630.65
TAI AN GEE	-	-	15,108.00	4.00	1	0	0.80	3,777.00
Grand Total	2,400.00	1.00	88,896.12	17.00	4	25%	0.85	2,400.00

Agency NEO
 Rank (BDM)
 BDM Soo Ching Guan

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG TSE KAI	3,600.00	-	3,600.00	-	1	1	-	-
GOH SZE MEI	3,600.00	1.00	3,600.00	1.00	1	1	1.00	3,600.00
KHIEW KIAN CHEW	-	-	-	-	1	0	-	-
LIM HUI TING	-	-	-	-	1	0	-	-
NEO IVES	-	-	-	-	1	0	-	-
NG KUAN YEONG	6,728.76	2.00	6,728.76	2.00	1	1	2.00	3,364.38
SOO CHING GUAN	5,517.05	2.00	5,517.05	2.00	1	1	2.00	2,758.53
SOO KEE SIN	-	-	-	-	1	0	-	-
Grand Total	19,445.81	5.00	19,445.81	5.00	8	50%	0.63	3,889.16

Agency NEO
 Rank (BDM)
 BDM Soo Ching Guan

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG TSE KAI	6,628.92	1.00	10,228.92	1.00	1	1	0.50	6,628.92
GOH SZE MEI	17,520.00	6.00	21,120.00	7.00	1	1	3.50	2,920.00
KHIEW KIAN CHEW	-	-	-	-	1	0	-	-
LEONG CHUM KIT	-	-	-	-	1	0	-	-
LIM HUI TING	-	-	-	-	1	0	-	-
NEO IVES	-	-	-	-	1	0	-	-
NG KUAN YEONG	25,764.65	7.00	32,493.41	9.00	1	1	4.50	3,680.66
SOO CHING GUAN	14,217.70	3.00	19,734.75	5.00	1	1	2.50	4,739.23
SOO KEE SIN	15,840.00	2.00	15,840.00	2.00	1	1	1.00	7,920.00
Grand Total	79,971.27	19.00	99,417.08	24.00	9	56%	1.33	4,209.01

Agency NEO
 Rank (BDM)
 BDM Soo Ching Guan

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG TSE KAI	-	-	10,228.92	1.00	1	0	0.33	10,228.92
GOH SZE MEI	2,040.00	1.00	23,160.00	8.00	1	1	2.67	2,895.00
KHIEW KIAN CHEW	-	-	-	-	1	0	-	-
LEONG CHUM KIT	-	-	-	-	1	0	-	-
LIM HUI TING	-	-	-	-	1	0	-	-
NEO IVES	-	-	-	-	1	0	-	-
NG KUAN YEONG	-	-	32,493.41	9.00	1	0	3.00	3,610.38
SOO CHING GUAN	17,855.56	5.00	37,590.31	10.00	1	1	3.33	3,759.03
SOO KEE SIN	54,780.00	2.00	70,620.00	4.00	1	1	1.33	17,655.00
Grand Total	74,675.56	8.00	174,092.64	32.00	9	33%	1.18	9,334.45

1st Qtr 174,092.64 32 9 46% 1.05 5,440.40

Agency NEO
 Rank (BDM)
 BDM Soo Ching Guan

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG TSE KAI	2,028.00	1.00	12,256.92	2.00	1	1	0.50	6,128.46
GOH SZE MEI	4,080.00	10.00	27,240.00	10.00	1	1	2.50	2,724.00
HENG SEE XIANG	-	-	-	-	1	0	-	-
KHIEW KIAN CHEW	-	-	-	-	1	0	-	-
LEONG CHUM KIT	-	-	-	-	1	0	-	-
LIM HUI TING	-	-	-	-	1	0	-	-
NEO IVES	-	-	-	-	1	0	-	-
NG KUAN YEONG	13,000.00	8.00	45,493.41	12.00	1	1	3.00	3,791.12
SOO CHING GUAN	16,067.00	5.00	53,657.31	15.00	1	1	3.75	3,577.15
SOO KEE SIN	-	4.00	70,620.00	4.00	1	0	1.00	17,655.00
Grand Total	35,175.00	28.00	209,267.64	43.00	10	40%	1.08	1,256.25

Agency NEO
 Rank (BDM)
 BDM Soo Ching Guan

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG TSE KAI	-	-	12,256.92	2.00	1	0	0.40	6,128.46
GOH SZE MEI	2,400.00	1.00	29,640.00	11.00	1	1	2.20	2,694.55
HENG SEE XIANG	-	-	-	-	1	0	-	-
KHIEW KIAN CHEW	9,840.00	1.00	9,840.00	1.00	1	1	0.20	9,840.00
LIM HUI TING	-	-	-	-	1	0	-	-
NEO IVES	-	-	-	-	1	0	-	-
NG KUAN YEONG	4,200.00	1.00	49,693.41	13.00	1	1	2.60	3,822.57
SOO CHING GUAN	12,863.20	4.00	66,520.51	19.00	1	1	3.80	3,501.08
SOO KEE SIN	-	-	70,620.00	4.00	1	0	0.80	17,655.00
Grand Total	29,303.20	7.00	238,570.84	50.00	9	44%	1.11	4,186.17

Agency NEO
 Rank (BDM)
 BDM Soo Ching Guan

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG TSE KAI	6,075.00	2.00	18,331.92	4.00	1	1	0.67	4,582.98
GOH SZE MEI	7,800.00	2.00	37,440.00	13.00	1	1	2.17	2,880.00
GOH SZE YEONG	-	-	-	-	1	0	-	-
HENG SEE XIANG	-	-	-	-	1	0	-	-
KHIEW KIAN CHEW	12,000.00	1.00	21,840.00	2.00	1	1	0.33	10,920.00
LIM HUI TING	-	-	-	-	1	0	-	-
NEO IVES	-	-	-	-	1	0	-	-
NG KUAN YEONG	-	-	49,693.41	13.00	1	0	2.17	3,822.57
SOO CHING GUAN	16,580.40	4.00	83,100.91	23.00	1	1	3.83	3,613.08
SOO KEE SIN	-	-	70,620.00	4.00	1	0	0.67	17,655.00
Grand Total	42,455.40	9.00	281,026.24	59.00	10	40%	0.98	4,717.27

2nd Qtr 106,933.60 44 10 41% 1.06 2,430.31

1st Half 281,026.24 59 10 44% 1.05 4,763.16

Agency NEO
 Rank (BDM)
 BDM Soo Ching Guan

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG TSE KAI	-	-	18,331.92	4	1	0	-	-
GOH SZE MEI	-	-	37,440.00	13	1	0	-	-
GOH SZE YEONG	-	-	-	0	1	0	-	-
HENG SEE XIANG	-	-	-	0	1	0	-	-
KHIEW KIAN CHEW	-	-	21,840.00	2	1	0	-	-
LIM HUI TING	-	-	-	0	1	0	-	-
NEO IVES	-	-	-	0	1	0	-	-
NG KUAN YEONG	6,200.04	1	55,893.45	14	1	1	1.00	6,200.04
SOO CHING GUAN	28,997.20	4	112,098.11	27	1	1	4.00	7,249.30
SOO KEE SIN	-	-	70,620.00	4	1	0	-	-
Grand Total	35,197.24	5	316,223.48	64	10	20%	0.50	7,039.45

Agency NCP
 Rank (BDM)
 BDM Chia Hua Hong

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHIA HUA HONG	- 1,765.20	- 1.00	- 1,765.20	- 1.00	1	0	-	1,765.20
CHOONG JIUN HORNG	432.00	-	432.00	-	1	1	-	-
FONG MEI FUN	-	-	-	-	1	0	-	-
Grand Total	- 1,333.20	- 1.00	- 1,333.20	- 1.00	3	33%	-	1,333.20

Agency NCP
 Rank (BDM)
 BDM Chia Hua Hong

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHIA HUA HONG	3,333.00	1.00	1,567.80	-	1	1	-	3,333.00
CHOONG JIUN HORNG	-	-	432.00	-	1	0	-	-
FONG MEI FUN	1,442.76	1.00	1,442.76	1.00	1	1	0.50	1,442.76
Grand Total	4,775.76	2.00	3,442.56	1.00	3	67%	0.17	2,387.88

Agency NCP
 Rank (BDM)
 BDM Chia Hua Hong

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHIA HUA HONG	2,184.00	1.00	3,751.80	1.00	1	1	0.33	3,751.80
CHOONG JIUN HORNG	-	-	432.00	-	1	0	-	-
FONG MEI FUN	6,645.00	1.00	8,087.76	2.00	1	1	0.67	4,043.88
Grand Total	8,829.00	2.00	12,271.56	3.00	3	67%	0.33	4,414.50

1st Qtr 12,271.56 3 3 56% 0.17 4,090.52

Agency NCP
 Rank (BDM)
 BDM Chia Hua Hong

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHIA HUA HONG	-	-	3,751.80	1.00	1	0	0.25	3,751.80
CHOONG JIUN HORNG	-	-	432.00	-	1	0	-	-
FONG MEI FUN	-	-	8,087.76	2.00	1	0	0.50	4,043.88
Grand Total	-	-	12,271.56	3.00	3	0%	0.25	-

Agency NCP
 Rank (BDM)
 BDM Chia Hua Hong

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHIA HUA HONG	-	-	3,751.80	1.00	1	0	0.20	3,751.80
CHOONG JIUN HORNG	-	-	432.00	-	1	0	-	-
FONG MEI FUN	-	-	8,087.76	2.00	1	0	0.40	4,043.88
Grand Total	-	-	12,271.56	3.00	3	0%	0.20	-

Agency NCP
 Rank (BDM)
 BDM Chia Hua Hong

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHIA HUA HONG	-	-	3,751.80	1.00	1	0	0.17	3,751.80
CHOONG JIUN HORNG	-	-	432.00	-	1	0	-	-
FONG MEI FUN	29,040.00	2.00	37,127.76	4.00	1	1	0.67	9,281.94
Grand Total	29,040.00	2.00	41,311.56	5.00	3	33%	0.28	14,520.00

2nd Qtr 29,040.00 2 3 11% 0.24 14,520.00

1st Half 41,311.56 5 3 33% 0.21 8,262.31

Agency NCP
 Rank (BDM)
 BDM Chia Hua Hong

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHIA HUA HONG	-	-	3,751.80	1	1	0	-	-
CHOONG JIUN HORNG	-	-	432.00	0	1	0	-	-
CHOONG YUE WEN	-	-	-	0	1	0	-	-
FONG MEI FUN	2,292.96	1	39,420.72	5	1	1	1.00	2,292.96
Grand Total	2,292.96	1	43,604.52	6	4	25%	0.25	2,292.96

Agency NCP
 Rank (BDM)
 BDM Ng Chiew Yen

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LOH JUN KANG	-	-	-	-	1	0	-	-
NG CHIEW YEN	20,779.36	3.00	20,779.36	3.00	1	1	3.00	6,926.45
TOK CHEE HONG	-	-	-	-	1	0	-	-
Grand Total	20,779.36	3.00	20,779.36	3.00	3	33%	1.00	6,926.45

Agency NCP
 Rank (BDM)
 BDM Ng Chiew Yen

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHOONG YUE WEN	-	-	-	-	1	0	-	-
LOH JUN KANG	-	-	-	-	1	0	-	-
NG CHIEW YEN	1,101.00	-	21,880.36	3.00	1	1	1.50	-
TOK CHEE HONG	4,378.30	2.00	4,378.30	2.00	1	1	1.00	2,189.15
Grand Total	5,479.30	2.00	26,258.66	5.00	4	50%	0.63	2,739.65

Agency NCP
 Rank (BDM)
 BDM Ng Chiew Yen

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHOONG YUE WEN	-	-	-	-	1	0	-	-
LOH JUN KANG	-	-	-	-	1	0	-	-
NG CHIEW YEN	22,548.00	1.00	44,428.36	4.00	1	1	1.33	11,107.09
TOK CHEE HONG	19,650.88	4.00	24,029.18	6.00	1	1	2.00	4,004.86
Grand Total	42,198.88	5.00	68,457.54	10.00	4	50%	0.83	8,439.78

1st Qtr 68,457.54 10 4 44% 0.82 6,845.75

Agency NCP
 Rank (BDM)
 BDM Ng Chiew Yen

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHOONG YUE WEN	-	-	-	-	1	0	-	-
LOH JUN KANG	-	-	-	-	1	0	-	-
NG CHIEW YEN	7,992.40	2.00	52,420.76	6.00	1	1	1.50	8,736.79
TOK CHEE HONG	1,471.08	1.00	25,500.26	7.00	1	1	1.75	3,642.89
Grand Total	9,463.48	3.00	77,921.02	13.00	4	50%	0.81	3,154.49

Agency NCP
 Rank (BDM)
 BDM Ng Chiew Yen

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHOONG YUE WEN	-	-	-	-	1	0	-	-
LOH JUN KANG	-	-	-	-	1	0	-	-
NG CHIEW YEN	27,653.28	4.00	80,074.04	10.00	1	1	2.00	8,007.40
TOK CHEE HONG	2,020.00	1.00	27,520.26	8.00	1	1	1.60	3,440.03
Grand Total	29,673.28	5.00	107,594.30	18.00	4	50%	0.90	5,934.66

Agency NCP
 Rank (BDM)
 BDM Ng Chiew Yen

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHOONG YUE WEN	-	-	-	-	1	0	-	-
LOH JUN KANG	-	-	-	-	1	0	-	-
NG CHIEW YEN	10,511.96	3.00	90,586.00	13.00	1	1	2.17	6,968.15
TOK CHEE HONG	2,805.00	1.00	30,325.26	9.00	1	1	1.50	3,369.47
Grand Total	13,316.96	4.00	120,911.26	22.00	4	50%	0.92	3,329.24

2nd Qtr 52,453.72 12 4 50% 0.88 4,371.14

1st Half 120,911.26 22 4 47% 0.85 5,495.97

Agency NCP
 Rank (BDM)
 BDM Ng Chiew Yen

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LOH JUN KANG	-	-	-	0	1	0	-	-
NG CHIEW YEN	720.00	-	91,306.00	13	1	1	-	-
TOK CHEE HONG	4,800.00	1	35,125.26	10	1	1	1.00	4,800.00
Grand Total	5,520.00	1	126,431.26	23	3	67%	0.33	5,520.00

Agency NCP
 Rank (BDM)
 BDM Pang Teen Cheang

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
HO YIE HONG	9,616.00	2.00	9,616.00	2.00	1	1	2.00	4,808.00
PANG TEEN CHEANG	118,433.04	4.00	118,433.04	4.00	1	1	4.00	29,608.26
THONG MING CHONG	21,347.04	2.00	21,347.04	2.00	1	1	2.00	10,673.52
Grand Total	149,396.08	8.00	149,396.08	8.00	3	100%	2.67	18,674.51

Agency NCP
 Rank (BDM)
 BDM Pang Teen Cheang

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
HO YIE HONG	11,400.00	3.00	21,016.00	5.00	1	1	2.50	3,800.00
PANG TEEN CHEANG	-	-	118,433.04	4.00	1	0	2.00	-
THONG MING CHONG	27,825.00	3.00	49,172.04	5.00	1	1	2.50	9,275.00
Grand Total	39,225.00	6.00	188,621.08	14.00	3	67%	2.33	6,537.50

Agency NCP
 Rank (BDM)
 BDM Pang Teen Cheang

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
HO YIE HONG	2,700.00	1.00	23,716.00	6.00	1	1	2.00	3,952.67
PANG TEEN CHEANG	-	-	118,433.04	4.00	1	0	1.33	29,608.26
THONG MING CHONG	17,609.04	1.00	66,781.08	6.00	1	1	2.00	11,130.18
Grand Total	20,309.04	2.00	208,930.12	16.00	3	67%	1.78	10,154.52

1st Qtr 208,930.12 16 3 78% 2.26 13,058.13

Agency NCP
 Rank (BDM)
 BDM Pang Teen Cheang

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
HO YIE HONG	2,800.00	1.00	26,516.00	7.00	1	1	1.75	3,788.00
PANG TEEN CHEANG	-	-	118,433.04	4.00	1	0	1.00	29,608.26
THONG MING CHONG	6,809.04	2.00	59,972.04	8.00	1	1	2.00	7,496.51
Grand Total	4,009.04	3.00	204,921.08	19.00	3	67%	1.58	1,336.35

Agency NCP
 Rank (BDM)
 BDM Pang Teen Cheang

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
HO YIE HONG	-	-	26,516.00	7.00	1	0	1.40	3,788.00
PANG TEEN CHEANG	-	-	118,433.04	4.00	1	0	0.80	29,608.26
THONG MING CHONG	-	-	59,972.04	8.00	1	0	1.60	7,496.51
Grand Total	-	-	204,921.08	19.00	3	0%	1.27	-

Agency NCP
 Rank (BDM)
 BDM Pang Teen Cheang

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
HO YIE HONG	6,599.88	3.00	33,115.88	10.00	1	1	1.67	3,311.59
PANG TEEN CHEANG	-	-	118,433.04	4.00	1	0	0.67	29,608.26
THONG MING CHONG	3,095.04	1.00	63,067.08	9.00	1	1	1.50	7,007.45
Grand Total	9,694.92	4.00	214,616.00	23.00	3	67%	1.28	2,423.73

2nd Qtr 5,685.88 7 3 44% 1.38 812.27

1st Half 214,616.00 23 3 61% 1.82 9,331.13

Agency NCP
 Rank (BDM)
 BDM Pang Teen Cheang

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
HO YIE HONG	3,600.00	2	36,715.88	12	1	1	2.00	1,800.00
PANG TEEN CHEANG	-	-	118,433.04	4	1	0	-	-
THONG MING CHONG	-	-	63,067.08	9	1	0	-	-
Grand Total	3,600.00	2	218,216.00	25	3	33%	0.67	1,800.00

Agency THOMAS YEOH

Rank (BDM)

BDM Goh Chin Yiao

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
GOH CHIN YIAO	-	-	-	-	1	0	-	-
KOH LIAN FU	4,875.00	2.00	4,875.00	2.00	1	1	2.00	2,437.50
LIM KEAN YONG	1,332.00	1.00	1,332.00	1.00	0	0	-	1,332.00
LIM PEI PEI	-	-	-	-	1	0	-	-
Grand Total	3,543.00	1.00	3,543.00	1.00	3	33%	0.67	3,543.00

Agency THOMAS YEOH

Rank (BDM)

BDM Goh Chin Yiao

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
GOH CHIN YIAO	12,749.70	5.00	12,749.70	5.00	1	1	2.50	2,549.94
KOH LIAN FU	4,693.00	2.00	9,568.00	4.00	1	1	2.00	2,346.50
LIM KEAN YONG	1,332.00	1.00	-	-	0	1	-	1,332.00
LIM PEI PEI	1,002.12	1.00	1,002.12	1.00	1	1	0.50	1,002.12
Grand Total	19,776.82	9.00	23,319.82	10.00	3	133%	1.67	2,197.42

Agency THOMAS YEOH

Rank (BDM)

BDM Goh Chin Yiao

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
GOH CHIN YIAO	1,275.76	1.00	14,025.46	6.00	1	1	2.00	2,337.58
KOH LIAN FU	4,679.79	2.00	14,247.79	6.00	1	1	2.00	2,374.63
LIM PEI PEI	3,710.04	2.00	4,712.16	3.00	1	1	1.00	1,570.72
Grand Total	9,665.59	5.00	32,985.41	15.00	3	100%	1.67	1,933.12

1st Qtr 32,985.41 15 3 89% 1.33 2,199.03

Agency THOMAS YEOH

Rank (BDM)

BDM Goh Chin Yiao

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
GOH CHIN YIAO	-	-	14,025.46	6.00	1	0	1.50	2,337.58
KOH LIAN FU	4,595.96	2.00	18,843.75	8.00	1	1	2.00	2,355.47
LIM PEI PEI	-	-	4,712.16	3.00	1	0	0.75	1,570.72
Grand Total	4,595.96	2.00	37,581.37	17.00	3	33%	1.42	2,297.98

Agency THOMAS YEOH

Rank (BDM)

BDM Goh Chin Yiao

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
GOH CHIN YIAO	4,546.80	2.00	18,572.26	8.00	1	1	1.60	2,321.53
KOH LIAN FU	-	-	18,843.75	8.00	1	0	1.60	2,355.47
LIM PEI PEI	1,353.00	1.00	6,065.16	4.00	1	1	0.80	1,516.29
Grand Total	5,899.80	3.00	43,481.17	20.00	3	67%	1.33	1,966.60

Agency THOMAS YEOH
 Rank (BDM)
 BDM Goh Chin Yiao

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUA SEONG WEI	-	-	-	-	0	0	-	-
GOH CHIN YIAO	10,588.18	8.00	29,160.44	16.00	1	1	2.67	1,822.53
HUANG WEI BIN	-	-	-	-	0	0	-	-
KOH LIAN FU	-	-	18,843.75	8.00	1	0	1.33	2,355.47
LIM PEI PEI	-	-	6,065.16	4.00	1	0	0.67	1,516.29
WONG CHEE SOON	-	-	-	-	1	0	-	-
Grand Total	10,588.18	8.00	54,069.35	28.00	4	25%	1.17	1,323.52

2nd Qtr 21,083.94 13 4 42% 1.31 1,621.84

1st Half 54,069.35 28 4 65% 1.32 1,931.05

Agency THOMAS YEOH
 Rank (BDM)
 BDM Goh Chin Yiao

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
GOH CHIN YIAO	5,722.70	1.00	23,437.74	15	1	1	1.00	5,722.70
KOH LIAN FU	7,623.00	1.00	26,466.75	9	1	1	1.00	7,623.00
LIM KEAN YONG	-	-	-	0	1	0	-	-
LIM PEI PEI	-	-	6,065.16	4	1	0	-	-
WONG CHEE SOON	-	-	-	0	1	0	-	-
Grand Total	1,900.30	-	55,969.65	28	5	40%	-	-

Agency **K.E YEOH**
 Rank (BDM)
 BDM Ang Cheng Koon

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG CHENG KOON	-	-	-	-	1	0	-	-
FOO JIA LEEN	-	-	-	-	1	0	-	-
GOH KANG LING	3,600.00	2.00	3,600.00	2.00	1	1	2.00	1,800.00
KHOK CHIN HOCK	-	-	-	-	1	0	-	-
KWAN JIA HONG	-	-	-	-	1	0	-	-
WONG KAR HOU	-	-	-	-	1	0	-	-
Grand Total	3,600.00	2.00	3,600.00	2.00	6	17%	0.33	1,800.00

Agency K.E YEOH
 Rank (BDM)
 BDM Ang Cheng Koon

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG CHENG KOON	7,748.28	4.00	7,748.28	4.00	1	1	2.00	1,937.07
FOO JIA LEEN	-	-	-	-	1	0	-	-
GOH KANG LING	21,004.00	4.00	24,604.00	6.00	1	1	3.00	5,251.00
KHOK CHIN HOCK	-	-	-	-	1	0	-	-
KWAN JIA HONG	3,555.12	2.00	3,555.12	2.00	1	1	1.00	1,777.56
WONG KAR HOU	-	-	-	-	1	0	-	-
Grand Total	32,307.40	10.00	35,907.40	12.00	6	50%	1.00	3,230.74

Agency K.E YEOH
 Rank (BDM)
 BDM Ang Cheng Koon

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG CHENG KOON	10,773.80	6.00	18,522.08	10.00	1	1	3.33	1,852.21
CHIN JING PEI	-	-	-	-	1	0	-	-
FOO JIA LEEN	-	-	-	-	1	0	-	-
GOH KANG LING	-	-	24,604.00	6.00	1	0	2.00	4,100.67
HENG YING HONG	-	-	-	-	1	0	-	-
KHOK CHIN HOCK	1,257.00	1.00	1,257.00	1.00	1	1	0.33	1,257.00
KWAN JIA HONG	6,600.00	3.00	10,155.12	5.00	1	1	1.67	2,031.02
MANDY SEM HWEE MIN	-	-	-	-	1	0	-	-
WONG KAR HOU	-	-	-	-	1	0	-	-
Grand Total	18,630.80	10.00	54,538.20	22.00	9	33%	0.81	1,863.08

1st Qtr **54,538.20** **22** **9** **33%** **0.72** **2,479.01**

Agency K.E YEOH
 Rank (BDM)
 BDM Ang Cheng Koon

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG CHENG KOON	3,389.40	2.00	21,911.48	12.00	1	1	3.00	1,825.96
CHIN JING PEI	-	-	-	-	1	0	-	-
FOO JIA LEEN	-	-	-	-	1	0	-	-
GOH KANG LING	3,600.00	1.00	28,204.00	7.00	1	1	1.75	4,029.14
HENG YING HONG	-	-	-	-	1	0	-	-
KHOK CHIN HOCK	-	-	1,257.00	1.00	1	0	0.25	1,257.00
KWAN JIA HONG	2,400.00	1.00	12,555.12	6.00	1	1	1.50	2,092.52
MANDY SEM HWEE MIN	-	-	-	-	1	0	-	-
WONG KAR HOU	-	-	-	-	1	0	-	-
Grand Total	9,389.40	4.00	63,927.60	26.00	9	33%	0.72	2,347.35

Agency K.E YEOH
 Rank (BDM)
 BDM Ang Cheng Koon

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG CHENG KOON	1,800.00	1.00	23,711.48	13.00	1	1	2.60	1,823.96
CHIN JING PEI	-	-	-	-	1	0	-	-
FOO JIA LEEN	2,951.64	1.00	2,951.64	1.00	1	1	0.20	2,951.64
GOH KANG LING	9,445.92	5.00	37,649.92	12.00	1	1	2.40	3,137.49
HENG YING HONG	13,694.28	6.00	13,694.28	6.00	1	1	1.20	2,282.38
KHOK CHIN HOCK	-	-	1,257.00	1.00	1	0	0.20	1,257.00
KWAN JIA HONG	-	-	12,555.12	6.00	1	0	1.20	2,092.52
MANDY SEM HWEE MIN	-	-	-	-	1	0	-	-
WONG KAR HOU	-	-	-	-	1	0	-	-
Grand Total	27,891.84	13.00	91,819.44	39.00	9	44%	0.87	2,145.53

Agency K.E YEOH
 Rank (BDM)
 BDM Ang Cheng Koon

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG CHENG KOON	1,800.00	1.00	21,911.48	12.00	1	1	2.00	1,800.00
CHIN JING PEI	-	-	-	-	1	0	-	-
FOO JIA LEEN	9,685.08	5.00	12,636.72	6.00	1	1	1.00	1,937.02
GOH KANG LING	39,049.72	2.00	76,699.64	14.00	1	1	2.33	19,524.86
HENG YING HONG	8,491.08	4.00	22,185.36	10.00	1	1	3.33	2,122.77
KHOK CHIN HOCK	8,760.00	4.00	10,017.00	5.00	1	1	0.83	2,190.00
KWAN JIA HONG	2,064.00	1.00	14,619.12	7.00	1	1	1.17	2,064.00
MANDY SEM HWEE MIN	-	-	-	-	1	0	-	-
WONG KAR HOU	-	-	-	-	1	0	-	-
Grand Total	66,249.88	15.00	158,069.32	54.00	9	67%	1.18	4,416.66

2nd Qtr 103,531.12 32 9 48% 0.92 3,235.35

1st Half 158,069.32 54 9 41% 0.82 2,927.21

Agency K.E YEOH
 Rank (BDM)
 BDM Ang Cheng Koon

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
ANG CHENG KOON	5,848.44	4	27,759.92	16	1	1	4.00	1,426.11
CHIN JING PEI	-	-	-	0	1	0	-	-
FOO JIA LEEN	849.28	1	13,486.00	7	1	1	1.00	849.28
GOH KANG LING	4,939.80	2	81,639.44	16	1	1	2.00	2,469.90
HENG YING HONG	3,960.00	2	26,145.36	12	1	1	2.00	1,980.00
KHOK CHIN HOCK	-	-	10,017.00	5	1	0	-	-
KWAN JIA HONG	-	-	14,619.12	7	1	0	-	-
MANDY SEM HWEE MIN	3,726.72	2	3,726.72	2	1	1	2.00	1,863.36
WONG KAR HOU	-	-	-	0	1	0	-	-
Grand Total	19,324.24	11	177,393.56	65	9	56%	1.22	1,756.75

Agency **K.E YEOH**
Rank (BDM)
BDM Chung Soon Hong

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUNG SOON HONG	-	-	-	-	1	0	-	-
CHUNG SOON KIEN	-	-	-	-	1	0	-	-
GUI KOK HONG	-	-	-	-	1	0	-	-
LAI WEN XUN	-	-	-	-	1	0	-	-
LIM CHONG YANN	5,280.00	1.00	5,280.00	1.00	1	1	1.00	5,280.00
TUNG WAI HENG	5,520.00	3.00	5,520.00	3.00	1	1	3.00	1,840.00
Grand Total	10,800.00	4.00	10,800.00	4.00	6	33%	0.67	2,700.00

Agency K.E YEOH
Rank (BDM)
BDM Chung Soon Hong

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUNG SOON HONG	-	-	-	-	1	0	-	-
CHUNG SOON KIEN	-	-	-	-	1	0	-	-
GUI KOK HONG	-	-	-	-	1	0	-	-
LAI WEN XUN	-	-	-	-	1	0	-	-
LIM CHONG YANN	5,723.33	3.00	11,003.33	4.00	1	1	2.00	1,907.78
TUNG WAI HENG	740.16	-	6,260.16	3.00	1	1	1.50	-
Grand Total	6,463.49	3.00	17,263.49	7.00	6	33%	0.58	2,154.50

Agency K.E YEOH
Rank (BDM)
BDM Chung Soon Hong

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUNG SOON HONG	8,045.31	3.00	8,045.31	3.00	1	1	1.00	2,681.77
CHUNG SOON KIEN	-	-	-	-	1	0	-	-
GUI KOK HONG	-	-	-	-	1	0	-	-
LAI WEN XUN	-	-	-	-	1	0	-	-
LIM CHONG YANN	2,460.48	1.00	13,463.81	5.00	1	1	1.67	2,692.76
TUNG WAI HENG	5,665.92	2.00	11,926.08	5.00	1	1	1.67	2,385.22
Grand Total	16,171.71	6.00	33,435.20	13.00	6	50%	0.72	2,695.29

1st Qtr **33,435.20** **13** **6** **39%** **0.66** **2,571.94**

Agency K.E YEOH
Rank (BDM)
BDM Chung Soon Hong

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUNG SOON HONG	- 15,299.76	- 3.00	- 7,254.45	-	1	1	-	-
CHUNG SOON KIEN	-	-	-	-	1	0	-	-
GUI KOK HONG	-	-	-	-	1	0	-	-
LAI WEN XUN	-	-	-	-	1	0	-	-
LIM CHONG YANN	2,919.96	1.00	16,383.77	6.00	1	1	1.50	2,730.63
TUNG WAI HENG	2,301.84	1.00	14,227.92	6.00	1	1	1.50	2,371.32
Grand Total	- 10,077.96	- 1.00	23,357.24	12.00	6	50%	0.50	10,077.96

Agency K.E YEOH
 Rank (BDM)
 BDM Chung Soon Hong

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUNG SOON HONG	-	-	7,254.45	-	1	0	-	-
CHUNG SOON KIEN	-	-	-	-	1	0	-	-
GUI KOK HONG	-	-	-	-	1	0	-	-
LAI WEN XUN	-	-	-	-	1	0	-	-
LIM CHONG YANN	2,110.56	1.00	18,494.33	7.00	1	1	1.40	2,642.05
TUNG WAI HENG	15,431.52	3.00	29,659.44	9.00	1	1	1.80	3,295.49
Grand Total	17,542.08	4.00	40,899.32	16.00	6	33%	0.53	4,385.52

Agency K.E YEOH
 Rank (BDM)
 BDM Chung Soon Hong

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUNG SOON HONG	7,350.96	1.00	96.51	1.00	1	1	0.17	96.51
CHUNG SOON KIEN	5,125.92	1.00	5,125.92	1.00	1	1	0.17	5,125.92
GUI KOK HONG	-	-	-	-	1	0	-	-
LAI WEN XUN	-	-	-	-	1	0	-	-
LIM CHONG YANN	7,808.11	4.00	26,302.44	11.00	1	1	1.83	2,391.13
TAN CHEE KONG	-	-	-	-	0	0	-	-
TUNG WAI HENG	-	-	29,659.44	9.00	1	0	1.50	3,295.49
Grand Total	20,284.99	6.00	61,184.31	22.00	6	50%	0.61	3,380.83

2nd Qtr 27,749.11 9 6 44% 0.55 3,083.23

1st Half 61,184.31 22 6 42% 0.60 2,781.11

Agency K.E YEOH
 Rank (BDM)
 BDM Chung Soon Hong

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUNG SOON HONG	7,004.04	1	7,100.55	2	1	1	1.00	7,004.04
CHUNG SOON KIEN	2,980.08	1	8,106.00	2	1	1	1.00	2,980.08
GUI KOK HONG	-	-	-	0	1	0	-	-
LAI WEN XUN	-	-	-	0	1	0	-	-
LIM CHONG YANN	5,598.75	3	31,901.19	14	1	1	3.00	1,866.25
TUNG WAI HENG	-	-	29,659.44	9	1	0	-	-
Grand Total	15,582.87	5	76,767.18	27	6	50%	0.83	3,116.57

Agency **K.E YEOH**
Rank (BDM)
BDM Lim Heng Yi

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUA LIEW YEH	-	-	-	-	1	0	-	-
CHUNG SOON HONG	-	-	-	-	1	0	-	-
EDDIE TEOH JING YUAN	-	-	-	-	1	0	-	-
H'NG WOON CHIN	-	-	-	-	1	0	-	-
LAU KAH FAI	-	-	-	-	1	0	-	-
LIM HENG YI	-	-	-	-	1	0	-	-
LIM JIA JUN	2,693.52	1.00	2,693.52	1.00	0	1	1.00	2,693.52
YVONNE CHONG YIQING	-	-	-	-	1	0	-	-
Grand Total	2,693.52	1.00	2,693.52	1.00	7	14%	0.14	2,693.52

Agency K.E YEOH
Rank (BDM)
BDM Lim Heng Yi

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUA LIEW YEH	-	-	-	-	1	0	-	-
EDDIE TEOH JING YUAN	5,360.04	2.00	5,360.04	2.00	1	1	1.00	2,680.02
H'NG WOON CHIN	4,071.96	2.00	4,071.96	2.00	1	1	1.00	2,035.98
LAU KAH FAI	-	-	-	-	1	0	-	-
LIM HENG YI	-	-	-	-	1	0	-	-
LIM JIA JUN	-	-	2,693.52	1.00	0	0	0.50	-
YVONNE CHONG YIQING	-	-	-	-	1	0	-	-
Grand Total	9,432.00	4.00	12,125.52	5.00	6	33%	0.42	2,358.00

Agency K.E YEOH
Rank (BDM)
BDM Lim Heng Yi

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUA LIEW YEH	3,042.00	2.00	3,042.00	2.00	1	1	0.67	1,521.00
EDDIE TEOH JING YUAN	5,245.20	3.00	10,605.24	5.00	1	1	1.67	2,121.05
H'NG WOON CHIN	8,487.12	2.00	12,559.08	4.00	1	1	1.33	3,139.77
LAU KAH FAI	-	-	-	-	1	0	-	-
LIM HENG YI	1,800.00	1.00	1,800.00	1.00	1	1	0.33	1,800.00
LIM JIA JUN	-	-	2,693.52	1.00	0	0	0.33	2,693.52
YVONNE CHONG YIQING	-	-	-	-	1	0	-	-
Grand Total	18,574.32	8.00	30,699.84	13.00	6	67%	0.72	2,321.79

1st Qtr 30,699.84 13 6 38% 0.43 2,361.53

Agency K.E YEOH
Rank (BDM)
BDM Lim Heng Yi

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUA LIEW YEH	2,394.00	1.00	5,436.00	3.00	1	1	0.75	1,812.00
EDDIE TEOH JING YUAN	3,534.60	1.00	14,139.84	6.00	1	1	1.50	2,356.64
H'NG WOON CHIN	4,630.20	1.00	17,189.28	5.00	1	1	1.25	3,437.86
LAU KAH FAI	-	-	-	-	1	0	-	-
LIM HENG YI	3,800.00	2.00	5,600.00	3.00	1	1	0.75	1,866.67
LIM JIA JUN	-	-	2,693.52	1.00	0	0	0.25	2,693.52
YVONNE CHONG YIQING	6,200.04	3.00	6,200.04	3.00	1	1	1.00	2,066.68
Grand Total	20,558.84	8.00	51,258.68	21.00	6	83%	0.92	2,569.86

Agency K.E YEOH
 Rank (BDM)
 BDM Lim Heng Yi

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUA LIEW YEH	2,981.76	2.00	8,417.76	5.00	1	1	1.00	1,683.55
EDDIE TEOH JING YUAN	18,531.00	6.00	32,670.84	12.00	1	1	2.40	2,722.57
H'NG WOON CHIN	-	-	17,189.28	5.00	1	0	1.00	3,437.86
LAU KAH FAI	-	-	-	-	1	0	-	-
LIM HENG YI	-	-	5,600.00	3.00	1	0	0.60	1,866.67
LIM JIA JUN	-	-	2,693.52	1.00	1	0	0.20	2,693.52
YVONNE CHONG YIQING	7,200.60	4.00	13,400.64	7.00	1	1	1.40	1,914.38
Grand Total	28,713.36	12.00	79,972.04	33.00	7	43%	0.94	2,392.78

Agency K.E YEOH
 Rank (BDM)
 BDM Lim Heng Yi

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUA LIEW YEH	5,408.28	2.00	13,826.04	7.00	1	1	1.17	1,975.15
EDDIE TEOH JING YUAN	1,800.00	1.00	34,470.84	13.00	1	1	2.17	2,651.60
H'NG WOON CHIN	-	-	17,189.28	5.00	1	0	0.83	3,437.86
LAU KAH FAI	1,920.00	1.00	1,920.00	1.00	1	1	0.17	1,920.00
LIM HENG YI	-	-	5,600.00	3.00	1	0	0.50	1,866.67
LIM JIA JUN	1,246.56	1.00	3,940.08	2.00	1	1	0.33	1,970.04
YVONNE CHONG YIQING	-	-	13,400.64	7.00	1	0	1.40	1,914.38
Grand Total	10,374.84	5.00	90,346.88	38.00	7	57%	0.94	2,074.97

2nd Qtr **59,647.04** **25** **7** **61%** **0.93** **2,385.88**

1st Half **90,346.88** **38** **7** **50%** **0.68** **2,377.55**

Agency K.E YEOH
 Rank (BDM)
 BDM Lim Heng Yi

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHUA LIEW YEH	8,571.72	3	22,397.76	10	1	1	3.00	2,857.24
EDDIE TEOH JING YUAN	4,071.84	2	38,542.68	15	1	1	2.00	2,035.92
H'NG WOON CHIN	-	-	17,189.28	5	1	0	-	-
LAU KAH FAI	-	-	1,920.00	1	1	0	-	-
LIM HENG YI	-	-	5,600.00	3	1	0	-	-
LIM JIA JUN	-	-	3,940.08	2	1	0	-	-
YVONNE CHONG YIQING	-	-	13,400.64	7	1	0	-	-
Grand Total	12,643.56	5	102,990.44	43	7	29%	0.71	2,528.71

Agency **VERA**
 Rank (BDM)
 BDM Tang Yee Khee

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG CHEE HONG	-	-	-	-	1	0	-	-
LOKE CHEE YONG	8,047.04	2.00	8,047.04	2.00	1	1	2.00	4,023.52
NG YEW WAH	-	-	-	-	1	0	-	-
NUR AQILAH BINTI ISHAK	-	-	-	-	1	0	-	-
TANG YEE KHEE	-	-	-	-	1	0	-	-
YONG DYI KAI	5,420.16	3.00	5,420.16	3.00	1	1	3.00	1,806.72
Grand Total	13,467.20	5.00	13,467.20	5.00	6	33%	0.83	2,693.44

Agency **VERA**
 Rank (BDM)
 BDM Tang Yee Khee

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG CHEE HONG	-	-	-	-	1	0	-	-
LOKE CHEE YONG	3,406.58	1.00	11,453.62	3.00	1	1	1.50	3,406.58
NG YEW WAH	-	-	-	-	1	0	-	-
NUR AQILAH BINTI ISHAK	-	-	-	-	1	0	-	-
TANG YEE KHEE	10,791.96	1.00	10,791.96	1.00	1	1	0.50	10,791.96
YONG DYI KAI	3,993.84	1.00	9,414.00	4.00	1	1	2.00	3,993.84
Grand Total	18,192.38	3.00	31,659.58	8.00	6	50%	0.67	6,064.13

Agency **VERA**
 Rank (BDM)
 BDM Tang Yee Khee

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG CHEE HONG	-	-	-	-	1	0	-	-
LOKE CHEE YONG	1,574.64	1.00	13,028.26	4.00	1	1	1.33	3,257.07
NG YEW WAH	-	-	-	-	1	0	-	-
NUR AQILAH BINTI ISHAK	-	-	-	-	1	0	-	-
TANG YEE KHEE	-	-	10,791.96	1.00	1	0	0.33	10,791.96
YONG DYI KAI	40.00	-	9,454.00	4.00	1	1	1.33	2,363.50
Grand Total	1,614.64	1.00	33,274.22	9.00	6	33%	0.50	1,614.64

1st Qtr **33,274.22** **9** **6** **39%** **0.67** **3,697.14**

Agency **VERA**
 Rank (BDM)
 BDM Tang Yee Khee

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG CHEE HONG	-	-	-	-	1	0	-	-
LOKE CHEE YONG	4,758.88	1.00	17,787.14	5.00	1	1	1.25	3,557.43
NG YEW WAH	-	-	-	-	1	0	-	-
NUR AQILAH BINTI ISHAK	-	-	-	-	1	0	-	-
TANG YEE KHEE	-	-	10,791.96	1.00	1	0	0.25	10,791.96
YONG DYI KAI	-	-	9,454.00	4.00	1	0	1.00	2,363.50
Grand Total	4,758.88	1.00	38,033.10	10.00	6	17%	0.42	4,758.88

Agency VERA
 Rank (BDM)
 BDM Tang Yee Khee

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG CHEE HONG	-	-	-	-	1	0	-	-
LOKE CHEE YONG	2,322.72	1.00	20,109.86	6.00	1	1	1.20	3,351.64
NG YEW WAH	-	-	-	-	1	0	-	-
NUR AQILAH BINTI ISHAK	-	-	-	-	1	0	-	-
TANG YEE KHEE	-	-	10,791.96	1.00	1	0	0.20	10,791.96
YONG DYI KAI	-	-	9,454.00	4.00	1	0	0.80	2,363.50
Grand Total	2,322.72	1.00	40,355.82	11.00	6	17%	0.37	2,322.72

Agency VERA
 Rank (BDM)
 BDM Tang Yee Khee

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG CHEE HONG	-	-	-	-	0	0	-	-
LOKE CHEE YONG	5,426.00	2.00	25,535.86	8.00	1	1	1.33	3,191.98
NG YEW WAH	-	-	-	-	0	0	-	-
NUR AQILAH BINTI ISHAK	-	-	-	-	1	0	-	-
TANG YEE KHEE	5,754.00	1.00	16,545.96	2.00	1	1	0.33	8,272.98
YONG DYI KAI	2,542.04	1.00	11,996.04	5.00	1	1	0.83	2,399.21
Grand Total	13,722.04	4.00	54,077.86	15.00	4	75%	0.62	3,430.51

2nd Qtr 20,803.64 6 4 36% 0.47 3,467.27

1st Half 54,077.86 15 4 38% 0.57 3,605.19

Agency VERA
 Rank (BDM)
 BDM Tang Yee Khee

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHONG CHEE HONG	-	-	-	0	1	0	-	-
LOKE CHEE YONG	2,376.00	1	27,911.86	9	1	1	1.00	2,376.00
NG YEW WAH	-	-	-	0	1	0	-	-
NUR AQILAH BINTI ISHAK	-	-	-	0	1	0	-	-
TANG YEE KHEE	-	-	16,545.96	2	1	0	-	-
YONG DYI KAI	2,514.48	1	14,510.52	6	1	1	1.00	2,514.48
Grand Total	4,890.48	2	58,968.34	17	6	33%	0.33	2,445.24

Agency **VERA**
 Rank (BDM)
 BDM Tong Meng Lee

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEONG ZI YING	-	-	-	-	1	0	-	-
HOR KAH SENG	4,620.00	2.00	4,620.00	2.00	1	1	2.00	2,310.00
LAW PEK RONG	-	-	-	-	1	0	-	-
TONG MENG LEE	2,640.00	1.00	2,640.00	1.00	1	1	1.00	2,640.00
TONG WAN QI	-	-	-	-	1	0	-	-
Grand Total	7,260.00	3.00	7,260.00	3.00	5	40%	0.60	2,420.00

Agency **VERA**
 Rank (BDM)
 BDM Tong Meng Lee

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEONG ZI YING	-	-	-	-	1	0	-	-
HOR KAH SENG	10,680.00	5.00	15,300.00	7.00	1	1	3.50	2,136.00
LAW PEK RONG	-	-	-	-	1	0	-	-
LING JIA SHENG	3,840.00	2.00	16,060.00	4.00	1	1	2.00	1,920.00
TONG MENG LEE	-	-	2,640.00	1.00	1	0	0.50	-
TONG WAN QI	2,220.00	1.00	2,220.00	1.00	1	1	0.50	2,220.00
Grand Total	16,740.00	8.00	36,220.00	13.00	6	50%	1.08	2,092.50

Agency **VERA**
 Rank (BDM)
 BDM Tong Meng Lee

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEONG ZI YING	4,862.04	2.00	4,862.04	2.00	1	1	0.67	2,431.02
HOR KAH SENG	6,720.00	2.00	22,020.00	9.00	1	1	3.00	2,446.67
LAW PEK RONG	-	-	-	-	1	0	-	-
LING JIA SHENG	5,760.00	2.00	21,820.00	6.00	1	1	2.00	3,636.67
TONG MENG LEE	18,481.16	4.00	21,121.16	5.00	1	1	1.67	4,224.23
TONG WAN QI	-	-	2,220.00	1.00	1	0	0.33	2,220.00
Grand Total	35,823.20	10.00	72,043.20	23.00	6	67%	1.28	3,582.32

1st Qtr **72,043.20** **23** **6** **52%** **0.99** **3,132.31**

Agency **VERA**
 Rank (BDM)
 BDM Tong Meng Lee

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEONG ZI YING	-	-	4,862.04	2.00	1	0	0.50	2,431.02
HOR KAH SENG	6,600.00	3.00	28,620.00	12.00	1	1	3.00	2,385.00
LAW PEK RONG	-	-	-	-	1	0	-	-
LING JIA SHENG	5,640.00	8.00	27,460.00	8.00	1	1	2.00	3,432.50
TONG MENG LEE	23,803.39	5.00	44,924.55	10.00	1	1	2.50	4,492.46
TONG WAN QI	9,180.00	2.00	11,400.00	3.00	1	1	0.75	3,800.00
Grand Total	45,223.39	18.00	117,266.59	35.00	6	67%	1.46	2,512.41

Agency VERA
 Rank (BDM)
 BDM Tong Meng Lee

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEONG ZI YING	4,840.44	2.00	9,702.48	4.00	1	1	0.80	2,425.62
HOR KAH SENG	6,360.00	2.00	34,980.00	14.00	1	1	2.80	2,498.57
LAW PEK RONG	-	-	-	-	1	0	-	-
LING JIA SHENG	3,600.00	2.00	31,060.00	10.00	1	1	2.00	3,106.00
TONG MENG LEE	6,996.00	3.00	51,920.55	13.00	1	1	2.60	3,993.89
TONG WAN QI	6,480.00	3.00	17,880.00	6.00	1	1	1.20	2,980.00
Grand Total	28,276.44	12.00	145,543.03	47.00	6	83%	1.57	2,356.37

Agency VERA
 Rank (BDM)
 BDM Tong Meng Lee

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEONG ZI YING	6,960.12	1.00	16,662.60	5.00	1	1	0.83	3,332.52
GAN SZE QIN	-	-	-	-	0	0	-	-
HOR KAH SENG	16,836.00	5.00	51,816.00	19.00	1	1	3.17	2,727.16
LAW PEK RONG	28,950.00	3.00	28,950.00	3.00	1	1	0.50	9,650.00
LING JIA SHENG	11,840.00	5.00	42,900.00	15.00	0	1	2.50	2,860.00
TONG MENG LEE	11,134.32	1.00	63,054.87	14.00	1	1	2.33	4,503.92
TONG WAN QI	9,600.00	2.00	27,480.00	8.00	1	1	1.33	3,435.00
Grand Total	85,320.44	17.00	230,863.47	64.00	5	120%	2.13	5,018.85

2nd Qtr 158,820.27 47 5 90% 1.72 3,379.15

1st Half 230,863.47 64 5 71% 1.35 3,607.24

Agency VERA
 Rank (BDM)
 BDM Tong Meng Lee

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
CHEONG ZI YING	-	-	16,662.60	5	1	0	-	-
HOR KAH SENG	7,920.00	3	59,736.00	22	1	1	3.00	2,640.00
LAW PEK RONG	10,000.00	1	38,950.00	4	1	1	1.00	10,000.00
PHANG ZHUN FU	-	-	-	0	1	0	-	-
TONG MENG LEE	7,320.00	2	70,374.87	16	1	1	2.00	3,660.00
TONG WAN QI	4,140.00	2	31,620.00	10	1	1	2.00	2,070.00
Grand Total	29,380.00	8	217,343.47	57	6	67%	1.33	3,672.50

Agency

JIMN NG

Rank

(BDM)

BDM

NG JIM HAO

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
LEE KAI SOON	-	-	-	-	1	0	-	-
LEONG SHOU YEE	19,440.00	7.00	19,440.00	7.00	1	0	-	2,777.14
NG JIM HAO	8,203.08	3.00	8,203.08	3.00	1	1	3.00	2,734.36
SIM JING LIANG	12,416.04	4.00	12,416.04	4.00	1	1	4.00	3,104.01
Grand Total	40,059.12	14.00	40,059.12	14.00	4	50%	1.75	2,861.37

Agency

JIMN NG

Rank

(BDM)

BDM

NG JIM HAO

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
IZZATUL IZWAH BINTI AHMAD SUHAIDI	-	-	-	-	1	0	-	-
LEE KAI SOON	-	-	-	-	1	0	-	-
LEONG SHOU YEE	23,520.00	8.00	42,960.00	15.00	1	1	7.50	2,940.00
NG JIM HAO	2,436.00	1.00	10,639.08	4.00	1	1	2.00	2,436.00
NG SU KIN	-	-	-	-	1	0	-	-
NURUL SYAHIRAH BINTI MOHD TAHIR	-	-	-	-	1	0	-	-
PANG MEI LING	-	-	-	-	1	0	-	-
SIM JING LIANG	10,200.00	3.00	22,616.04	7.00	1	1	3.50	3,400.00
WONG CHEE SENG	-	-	-	-	1	0	-	-
Grand Total	36,156.00	12.00	76,215.12	26.00	9	33%	1.44	3,013.00

Agency

JIMN NG

Rank

(BDM)

BDM

NG JIM HAO

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
IZZATUL IZWAH BINTI AHMAD SUHAIDI	-	-	-	-	1	0	-	-
LEE KAI SOON	2,160.00	1.00	2,160.00	1.00	1	1	0.33	2,160.00
LEONG SHOU YEE	20,980.00	5.00	63,940.00	20.00	1	1	6.67	3,197.00
NG JIM HAO	4,080.00	1.00	14,719.08	5.00	1	1	1.67	2,943.82
NG SU KIN	-	-	-	-	1	0	-	-
NURUL SYAHIRAH BINTI MOHD TAHIR	-	-	-	-	1	0	-	-
PANG MEI LING	-	-	-	-	1	0	-	-
SIM JING LIANG	-	-	22,616.04	7.00	1	0	2.33	3,230.86
WONG CHEE SENG	-	-	-	-	1	0	-	-
Grand Total	27,220.00	7.00	103,435.12	33.00	9	33%	1.22	3,888.57

1st Qtr

103,435.12

33

9

39%

1.47

3,134.40

Agency

JIMN NG

Rank

(BDM)

BDM

NG JIM HAO

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
IZZATUL IZWAH BINTI AHMAD SUHAIDI	-	-	-	-	1	0	-	-
LEE KAI SOON	-	-	2,160.00	1.00	1	0	0.25	2,160.00
LEONG SHOU YEE	23,160.00	30.00	87,100.00	30.00	1	1	7.50	2,903.33
NG JIM HAO	-	2.00	14,719.08	5.00	1	0	1.25	2,943.82
NG SU KIN	-	-	-	-	1	0	-	-
NURUL SYAHIRAH BINTI MOHD TAHIR	-	-	-	-	1	0	-	-
PANG MEI LING	-	-	-	-	1	0	-	-
SIM JING LIANG	-	5.00	22,616.04	7.00	1	0	1.75	3,230.86
WONG CHEE SENG	-	-	-	-	1	0	-	-
Grand Total	23,160.00	37.00	126,595.12	43.00	9	11%	1.19	625.95

Agency JIMN NG
 Rank (BDM)
 BDM NG JIM HAO

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
IZZATUL IZWAH BINTI AHMAD SUHAIDI	-	-	-	-	1	0	-	-
LEE KAI SOON	5,400.00	2.00	7,560.00	3.00	1	1	0.60	2,520.00
LEONG SHOU YEE	11,760.00	4.00	98,860.00	34.00	1	1	6.80	2,907.65
NG JIM HAO	6,981.96	2.00	21,701.04	7.00	1	1	1.40	3,100.15
NG SU KIN	-	-	-	-	1	0	-	-
NURUL SYAHIRAH BINTI MOHD TAHIR	-	-	-	-	1	0	-	-
PANG MEI LING	-	-	-	-	1	0	-	-
SIM JING LIANG	6,010.80	1.00	16,605.24	6.00	1	1	1.20	2,767.54
WONG CHEE SENG	-	-	-	-	1	0	-	-
Grand Total	18,131.16	7.00	144,726.28	50.00	9	44%	1.11	2,590.17

Agency JIMN NG
 Rank (BDM)
 BDM NG JIM HAO

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
IZZATUL IZWAH BINTI AHMAD SUHAIDI	-	-	-	-	1	0	-	-
LEE KAI SOON	1,800.00	1.00	9,360.00	4.00	1	1	0.67	2,340.00
LEONG SHOU YEE	12,120.00	5.00	110,980.00	39.00	1	1	6.50	2,845.64
NG JIM HAO	10,496.40	3.00	32,197.44	10.00	1	1	1.67	3,219.74
NG SU KIN	-	-	-	-	1	0	-	-
NURUL SYAHIRAH BINTI MOHD TAHIR	-	-	-	-	1	0	-	-
PANG MEI LING	-	-	-	-	1	0	-	-
SIM JING LIANG	12,939.96	5.00	29,545.20	11.00	1	1	1.83	2,685.93
Grand Total	37,356.36	14.00	182,082.64	64.00	8	50%	1.33	2,668.31

2nd Qtr 78,647.52 58 8 35% 1.21 1,355.99

1st Half 182,082.64 64 8 37% 1.34 2,845.04

Agency JIMN NG
 Rank (BDM)
 BDM NG JIM HAO

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
IZZATUL IZWAH BINTI AHMAD SUHAIDI	-	-	-	0	1	0	-	-
LEE KAI SOON	8,905.80	4	18,265.80	8	1	1	4.00	2,226.45
LEONG SHOU YEE	18,720.00	8	129,700.00	47	1	1	8.00	2,340.00
NG JIM HAO	20,204.00	6	52,401.44	16	1	1	6.00	3,367.33
SIM JING LIANG	12,010.80	3	41,556.00	14	1	1	3.00	4,003.60
Grand Total	59,840.60	21	241,923.24	85	5	80%	4.20	2,849.55

Agency **WEI KANG**
Rank (BDM)
BDM Tan Wei Meng

Jan	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KELVIN TING CHENG TAT	15,576.00	5.00	15,576.00	5.00	1	1	5.00	3,115.20
LEE WEI XUAN	-	-	-	-	1	0	-	-
LEO SOCK TIANG	2,208.00	1.00	2,208.00	1.00	1	1	1.00	2,208.00
TAN WEI MENG	8,274.02	4.00	8,274.02	4.00	1	1	4.00	2,068.51
Grand Total	26,058.02	10.00	26,058.02	10.00	4	75%	2.50	2,605.80

Agency WEI KANG
Rank (BDM)
BDM Tan Wei Meng

Feb	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
DAREN TANG ZHI XIAN	-	-	-	-	1	0	-	-
KELVIN TING CHENG TAT	17,417.00	4.00	32,993.00	9.00	1	1	4.50	4,354.25
LEE WEI XUAN	-	-	-	-	1	0	-	-
LEO SOCK TIANG	1,451.00	1.00	3,659.00	2.00	1	1	1.00	1,451.00
TAN WEI HAN	-	-	-	-	1	0	-	-
TAN WEI MENG	8,100.00	3.00	16,374.02	7.00	1	1	3.50	2,700.00
Grand Total	26,968.00	8.00	53,026.02	18.00	6	50%	1.50	3,371.00

Agency WEI KANG
Rank (BDM)
BDM Tan Wei Meng

March	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
DAREN TANG ZHI XIAN	-	-	-	-	1	0	-	-
KELVIN TING CHENG TAT	22,438.00	5.00	55,431.00	14.00	1	1	4.67	3,959.36
LEE WEI XUAN	10,080.00	3.00	10,080.00	3.00	1	1	1.00	3,360.00
LEO SOCK TIANG	8,590.00	2.00	12,249.00	4.00	1	1	1.33	3,062.25
TAN WEI HAN	-	-	-	-	1	0	-	-
TAN WEI MENG	16,440.00	6.00	32,814.02	13.00	1	1	4.33	2,524.16
Grand Total	57,548.00	16.00	110,574.02	34.00	6	67%	1.89	3,596.75

1st Qtr **110,574.02** **34** **6** **64%** **1.96** **3,252.18**

Agency WEI KANG
Rank (BDM)
BDM Tan Wei Meng

April	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
DAREN TANG ZHI XIAN	-	-	-	-	1	0	-	-
KELVIN TING CHENG TAT	8,280.00	12.00	63,711.00	17.00	1	1	4.25	3,747.71
LEE WEI XUAN	-	3.00	10,080.00	3.00	1	0	0.75	3,360.00
LEO SOCK TIANG	-	-	12,249.00	4.00	1	0	1.00	3,062.25
TAN WEI HAN	-	-	-	-	1	0	-	-
TAN WEI MENG	10,606.80	-	43,420.82	17.00	1	1	4.25	2,554.17
Grand Total	18,886.80	15.00	129,460.82	41.00	6	33%	1.71	1,259.12

Agency WEI KANG
Rank (BDM)
BDM Tan Wei Meng

May	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KELVIN TING CHENG TAT	21,494.04	7.00	85,205.04	24.00	1	1	4.80	3,550.21
LEE WEI XUAN	5,880.00	1.00	15,960.00	4.00	1	1	0.80	3,990.00
LEO SOCK TIANG	8,390.04	2.00	20,639.04	6.00	1	1	1.20	3,439.84
TAN WEI HAN	-	-	-	-	1	0	-	-
TAN WEI MENG	29,300.97	1.00	72,721.79	22.00	1	1	4.40	3,305.54
Grand Total	65,065.05	11.00	194,525.87	56.00	5	80%	2.24	5,915.00

Agency WEI KANG
 Rank (BDM)
 BDM Tan Wei Meng

June	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KELVIN TING CHENG TAT	10,680.00	3.00	95,885.04	27.00	1	1	4.50	3,551.30
LEE WEI XUAN	2,400.00	1.00	18,360.00	5.00	1	1	0.83	3,672.00
LEO SOCK TIANG	-	-	20,639.04	6.00	1	0	1.00	3,439.84
LIM CHEE MING	-	-	-	-	0	0	-	-
TAN WEI MENG	8,754.96	2.00	75,575.78	23.00	1	1	3.83	3,285.90
Grand Total	21,834.96	6.00	210,459.86	61.00	4	75%	2.54	3,639.16

2nd Qtr 105,786.81 32 4 63% 2.16 3,305.84

1st Half 210,459.86 61 4 63% 2.06 3,450.16

Agency WEI KANG
 Rank (BDM)
 BDM Tan Wei Meng

July	Total Production	Total Cases	YTD Production	YTD Cases	Contracted Agent*	Active Ratio	Avg Cases	Case Size
KELVIN TING CHENG TAT	11,937.00	5	107,822.04	32	1	1	5.00	2,387.40
LEE WEI XUAN	9,240.00	2	27,600.00	7	1	1	2.00	4,620.00
LEO SOCK TIANG	-	-	20,639.04	6	1	0	-	-
TAN WEI MENG	11,311.08	4	86,886.86	27	1	1	4.00	2,827.77
Grand Total	32,488.08	11	242,947.94	72	4	75%	2.75	2,953.46