



A WEEKLY
RECAP OF
IMPORTANT
THINGS GOING
ON AT XO THAT YOU
NEED TO KNOW!

WEEKLY TOP STORIES

JULY 16
2012
ISSUE

UPCOMING EVENTS CALENDAR

Mon, July 23: CR Q2 Wrap-Up Presentation @ 3 pm

Fri, August 3: Chicago Mid-Year Town Hall

June 1—August 31: Double Down Challenge

June 1—August 31: CR Too Hot To Handle Contest

CR Cook-Off Blitz!

After a solid 4 hours of blitzing, the Central Region booked nearly 100 appointments on Tuesday morning. The region was divided into three teams led by captains Renate Cormier, Rachel Fucci and Mark Reynolds. The top team by the end of the day was Team Fucci with almost 50 appointments set by her team alone! Team Reynolds was just behind with 30 appointments set while Team Cormier fell to the bottom with only 18 appointments set. It was a great blitz day by all and a great opportunity to juice up your funnels!



The Overall Grand Prize Winner of the Cook Off Blitz was Amanda Hyde in Houston having set 13 appointments! A big congrats goes to the following reps as well: Elizabeth Perrin (St. Louis) with 7 appointments, Sumi Sheth (Houston) with 6 appointments, John DeLeon (CTX) with 4 appointments, and Jeffrey Horgan (Minne), Lance Menuey (Denver), Robert Sherrow (Denver), David Hall (Dallas), Matt Brown (Chicago) with 3 appointments each.

We will be tracking the progress of these opportunities over the next few months so hopefully we will convert most of these to SALES! Prizes will go out later this week.



Team Fucci 49



Team Reynolds 30



Team Cormier 18

CR Total 97



CENTRAL REGION SUMMER CONTEST UPDATE!

TOO HOT
TO HANDLE
CR Summer Contest

		MTD Sales	MTD Pct	New Logos >5K	# of Reps at Plan	July Points	June Points	Current Total
Denver	TEAM REYNOLDS	\$5,326	13%			1	2	3
Houston	TEAM FUCCI	\$0	0%				1	1
Chicago	TEAM TIMMONS	-\$1,065	-4%				1	1
Dallas	TEAM HARRIS	\$0	0%				2	2
Chicago	TEAM BLENGERI	\$12,682	40%		1	2	2	4
Detroit/Rochester	TEAM JARBOU	\$1,698	7%				1	1
Minneapolis	TEAM CORMIER	\$661	2%				2.5	2.5
Dallas	TEAM BROWN	\$7,364	29%	1	1	2	0.5	2.5
St. Louis	TEAM HERBERT	-\$317	-2%				1.5	1.5
Dallas	TEAM HODGE	\$1,808	8%			1	1.5	2.5
Chicago	Open	-\$322	-1%				2	2
Ohio	TEAM BEAVERS	\$0	0%				0	0
				1	2			

The CR is TOO HOT TO HANDLE!

As we move into the second month of the CR Summer Contest, the competition is rising! Please review the contest details on the [CR Marketing Page](#). As a reminder, each team earns a point for highest percent to plan, most new logos over \$5K and for most reps at plan. Congrats to Team Blengeri who has taken the lead over everyone with 4 total points at this time in the contest! Keep it up!

LCMS RANKINGS

LCM	July MTD	July Pct
FARBAK	\$3,761	25%
KEARNS	\$2,286	15%
THOMPSON	\$1,352	9%
CARSWELL	\$0	0%
FLINN	\$0	0%
WALTER	\$0	0%
POOL	\$0	0%
WOMBACHER	\$0	0%
FOWLER	-\$2,392	-16%

ON-BOARDING COL-LATERAL

New on-boarding collateral was finalized. They cover the new roles of a CSM as well as a CAM, and what a customer can expect during the order process. Follow these links for the pdf version of each.

- [CAM](#)
- [Customer Facing Checklist 2012](#)
- [CSM What to Expect NSP](#)
- [CSM](#)
- [CSM What to Expect Non-NSP](#)

BILL FINICAL WITH CLIENT SERVICES MVP BELT

As the Client Services MVP belt was making its final stops around the region, it made its way to Ohio where ACSM, Bill Finical shows off his guns with the infamous belt. Thanks to you and your team of CSMs for all that you do for our region!!



DOCUSIGN PLAY- BACK INFO!

Thank you to everyone who attended last week's training on DocuSign. Please save [this link](#) where you can hear the playback for whenever you may need it.

Below is a list of available documents/forms that you can attach with your SOA through docuSign. If you need any assistance please contact [Karen Fischer](#).

These are the forms that we currently have templates set up for:

- Credit Application
- Corporate LD Addendum 3 mth 090111
- LOA
- LOA California
- LOA Texas
- Toll Free Service Addendum
- Federal Tax Exemption
- MAC
- Telco Collocation Request Form
- SOA
- E911 VOIP Addendum
- ECC Statement of Work

WELCOME JOHN HAUPT!

Welcome John Haupt, SE in Chicago! John comes with over 12 years of Telecommunication Network & Sales Engineering experience and most recently was at Orange Business Services.

The expertise John provides is not only focused on closing sales through various techniques of Business Acumen, but also holds several industry technical certifications including Cisco CCNP and Cisco CCDP which are professional level. From a previous endeavor, John is accustomed to large scale projects, demonstrated by his completion of upgrading router software on 3000 routers in 5 months for a client. John will be located in the downtown Chicago office at Willis Tower. Please welcome John to our region & our team of the best sales engineers in the industry.

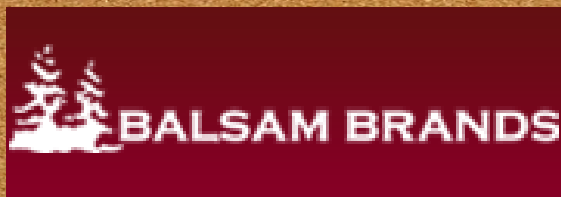


CR SFA ROLLOUT WAS A SUCCESS!

The Central Region SFA Rollout last week was a success! All markets are trained and supported for SFA. Below are mobile numbers for your market support for entering orders if you need assistance. The energy has been great so thank you for your cooperation throughout this process; we are off to a great start!

City	Support 1	Support 2
Chicago	DS -972-795-1742	Dee- 214-551-9249
Minneapolis		Pete -972-974-0259
Detroit		Madhava- 214-551-2569
Ohio		William Knight - 703-839-5423
Denver		Gien - 214-289-9612
St Louis		Clem -214-621-5881

JULY — NEW LOGOS OVER \$5K!



Jon Schoepflin
Central TX
\$5,000



JULY MONTH-TO-DATE SALES

Results as of Friday, July 13, 2012

Source: Local Market Logs on SharePoint

SALES HIGHLIGHTS



TOP REP

Jon Schoepflin 175%

Sales Rep Name	Market	July MTD	July Pct
Schoepflin, Jon T	Central TX	\$7,364	175%
Bye, Robert G	Chicago	\$8,250	105%
Oliver, Todd G	Minneapolis	\$3,145	52%
Falco, Chris J	Chicago	\$3,822	49%
Vorwald, Aaron J	Denver	\$3,745	48%
Romera, Pablo M	Dallas	\$1,808	43%
Menuey, Lance A	Denver	\$1,581	38%
Rotunno, Christopher A	Minneapolis	\$1,567	37%
Boedeker, Jamie A	Detroit	\$1,391	33%
Hodges, Jeffrey L	Chicago	\$1,785	30%
Perrin, Elizabeth A	ST Louis	\$368	12%
Weinmeyer, Brady J	Minneapolis	\$505	8%



TOP LCM

Bob Farbak 1870%

Local Channel Manager	Market	July MTD	July Pct
Farbak, Robert	Chicago	\$3,761	25%
Kearns, Damon T	Central TX	\$2,286	15%
Thompson, Clifford L	Cleveland	\$1,352	9%



TOP MANAGER

Phil Haage 1152%

Sales Manager	Market	July MTD	July Pct
Blengeri, Nelson A	Chicago	\$12,682	40%
Brown, Stephen H	Dallas	\$7,364	29%
Cormier, Renate	Minneapolis	\$5,217	14%
Reynolds, Mark J	Denver	\$5,326	13%
Hodge, Michael D	Dallas	\$1,808	8%
Jarbou, Anthony K	Detroit	\$1,698	7%
Haage, Philip A	Chicago	\$1,369	5%