

Top 25 Territories

Territory Number	Territory Type	Territory Name	Territory Workload	Specialist Name	Sor + Dov Rank (1-107)	Aug 2000 - July 2001 Sor + 8% Dov TRXs	Territory/Division % of Total	# Derms (AMA)	
480306P	F	Chicago South	1.59	Ernesto Tolentino	1	3,400	1.77%	158	
480305P	F	Buffalo	1.06	Anna McDonald	2	3,281	1.71%	106	
480308P	F	Chicago West	1.24	Patricia Osterheld	3	3,200	1.67%	112	
480207P	F	Kansas City	1.02	Tammy Wright	4	3,061	1.60%	98	
480504P	F	Boston North	1.16	Diane F. Coleman	6	2,991	1.56%	141	
480311P	F	Pittsburgh	1.01	Lynn Rudisill	5	2,978	1.55%	88	
480404P	F	Charlotte	1.02	Anne Woolley	7	2,860	1.49%	110	
480106P	F	Portland	1.04	Dana Kvemland	8	2,844	1.48%	126	
480410P	F	Tampa	0.91	Lynn B. Groves	9	2,827	1.47%	95	
480204P	F	Fort Worth	1.04	Shannon Monroe	10	2,812	1.47%	107	
480512P	F	Yonkers	1.14	Collette Kubichan	11	2,775	1.45%	124	
480303P	F	Albany	0.80	Victoria LiCalzi	12	2,772	1.45%	71	
480310P	F	Milwaukee	0.92	Mary Golden	13	2,730	1.42%	92	
480202P	F	East Houston	1.23	OPEN	14	2,724	1.42%	125	
480507P	F	Providence	0.88	Don Palmer	15	2,703	1.41%	96	
480205P	F	San Antonio	1.02	Adrian Gonzalez	16	2,568	1.34%	108	
484305P	P	Knoxville	0.54	Leigh Leslie	17	2,535	1.32%	56	
480405P	F	Charleston, SC	0.99	Jacqueline Mappus	18	2,522	1.32%	108	
480407P	F	Greensboro	1.00	Annabelle Mayr	19	2,463	1.28%	96	
480508P	F	Hartford	0.99	Bill Smidt	20	2,369	1.24%	97	
480409P	F	Raleigh	1.11	OPEN	21	2,356	1.23%	124	
484204P	P	Manchester	0.53	Nancy Bourgue	22	2,350	1.23%	62	
							31.87%	2300	25.6%
480304P	F	Ann Arbor	0.90	Rhonda Arbour	24*	2,297	1.20%	94	
480302P	F	Cleveland	0.99	Patricia Valenti	24*	2,297	1.20%	117	

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