

Sales Team Scorecards — All Active Reps

Generated 2026-05-13 · 21 years of CCD data · 2024+ slice for recent stats

Adam Valendra — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 168
- **Closes:** 168
- **Close rate:** 100.0%
- **Mean ticket:** \$5,620
- **Career closes (all time):** 168

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 38.1%
- **Total outstanding (2024+):** \$246,765

Product Mix

- **Foundation:** 36.3%
- **Powdercoat:** 24.4%
- **CustomDoor:** 19.6%
- **Other:** 8.9%
- **Siding:** 7.7%
- **Egress:** 2.4%
- **Concrete:** 0.6%

Trend (last 8 contract quarters)

- 2025 Qq: 12 closes, \$54,179
 - 2025 Qq: 73 closes, \$395,011
 - 2025 Qq: 43 closes, \$271,871
 - 2026 Qq: 15 closes, \$85,693
 - 2026 Qq: 25 closes, \$137,418
-

Ferdinando Crudele — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 48
- **Closes:** 48
- **Close rate:** 100.0%
- **Mean ticket:** \$4,296
- **Career closes (all time):** 48

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 8.3%
- **Total outstanding (2024+):** \$8,029

Product Mix

- **Foundation:** 33.3%
- **CustomDoor:** 22.9%
- **Siding:** 16.7%
- **Powdercoat:** 10.4%
- **Other:** 8.3%
- **BILCO:** 8.3%

Trend (last 8 contract quarters)

- 2025 Qq: 10 closes, \$39,752
 - 2025 Qq: 35 closes, \$155,097
 - 2025 Qq: 3 closes, \$11,368
-

Jacob Laskosky — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 162
- **Closes:** 162
- **Close rate:** 100.0%
- **Mean ticket:** \$4,477
- **Career closes (all time):** 1,022

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 3.1%
- **Total outstanding (2024+):** \$31,314

Product Mix

- **CustomDoor:** 20.5%
- **BILCO:** 20.5%

- **Powdercoat:** 17.8%
- **Foundation:** 17.8%
- **Other:** 14.6%
- **Siding:** 5.4%
- **Egress:** 2.5%
- **Concrete:** 0.9%

Trend (last 8 contract quarters)

- 2024 Qq: 61 closes, \$231,114
 - 2024 Qq: 18 closes, \$90,392
 - 2025 Qq: 0 closes, \$0
 - 2025 Qq: 5 closes, \$51,196
 - 2025 Qq: 10 closes, \$47,925
 - 2025 Qq: 1 closes, \$212
 - 2026 Qq: 0 closes, \$0
 - 2026 Qq: 1 closes, \$212
-

James Willis — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 214
- **Closes:** 214
- **Close rate:** 100.0%
- **Mean ticket:** \$4,282
- **Career closes (all time):** 214

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 13.6%
- **Total outstanding (2024+):** \$97,537

Product Mix

- **Foundation:** 43.9%
- **CustomDoor:** 20.6%
- **Powdercoat:** 16.4%
- **Other:** 8.4%
- **Siding:** 7.0%
- **BILCO:** 1.4%
- **Egress:** 1.4%
- **Concrete:** 0.9%

Trend (last 8 contract quarters)

- 2024 Qq: 30 closes, \$119,083
 - 2024 Qq: 20 closes, \$84,998
 - 2025 Qq: 7 closes, \$33,404
 - 2025 Qq: 39 closes, \$166,375
 - 2025 Qq: 46 closes, \$213,551
 - 2025 Qq: 12 closes, \$50,489
 - 2026 Qq: 8 closes, \$41,419
 - 2026 Qq: 11 closes, \$50,746
-

Keith Rongey — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 135
- **Closes:** 135
- **Close rate:** 100.0%
- **Mean ticket:** \$4,251
- **Career closes (all time):** 179

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 17.0%
- **Total outstanding (2024+):** \$60,720

Product Mix

- **Powdercoat:** 33.5%
- **CustomDoor:** 31.3%
- **Foundation:** 16.2%
- **Other:** 9.5%
- **Siding:** 4.5%
- **Egress:** 2.2%
- **BILCO:** 1.7%
- **Concrete:** 1.1%

Trend (last 8 contract quarters)

- 2024 Qq: 18 closes, \$77,380
 - 2024 Qq: 16 closes, \$82,471
 - 2025 Qq: 7 closes, \$28,714
 - 2025 Qq: 14 closes, \$48,353
 - 2025 Qq: 19 closes, \$75,160
 - 2025 Qq: 8 closes, \$38,850
 - 2026 Qq: 10 closes, \$41,541
 - 2026 Qq: 5 closes, \$26,475
-

Kevin Cerulo — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 319
- **Closes:** 318
- **Close rate:** 99.7%
- **Mean ticket:** \$4,861
- **Career closes (all time):** 1,337

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 11.9%
- **Total outstanding (2024+):** \$176,134

Product Mix

- **CustomDoor:** 25.4%
- **Foundation:** 25.1%
- **Other:** 25.1%
- **BILCO:** 12.9%
- **Powdercoat:** 5.1%
- **Egress:** 3.8%
- **Siding:** 1.7%
- **Concrete:** 0.8%

Trend (last 8 contract quarters)

- 2024 Qq: 53 closes, \$245,249
- 2024 Qq: 31 closes, \$111,395
- 2025 Qq: 10 closes, \$34,812
- 2025 Qq: 49 closes, \$231,890
- 2025 Qq: 48 closes, \$233,612
- 2025 Qq: 19 closes, \$102,833
- 2026 Qq: 15 closes, \$80,177
- 2026 Qq: 12 closes, \$86,233

Marc Benavides — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 154
- **Closes:** 154

- **Close rate:** 100.0%
- **Mean ticket:** \$5,156
- **Career closes (all time):** 803

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 31.8%
- **Total outstanding (2024+):** \$173,960

Product Mix

- **BILCO:** 35.7%
- **Powdercoat:** 27.4%
- **Other:** 16.1%
- **CustomDoor:** 10.8%
- **Foundation:** 6.6%
- **Egress:** 1.9%
- **Concrete:** 1.2%
- **Siding:** 0.2%

Trend (last 8 contract quarters)

- 2024 Qq: 19 closes, \$84,732
- 2024 Qq: 7 closes, \$34,143
- 2025 Qq: 14 closes, \$72,318
- 2025 Qq: 10 closes, \$50,029
- 2025 Qq: 26 closes, \$130,932
- 2025 Qq: 30 closes, \$138,447
- 2026 Qq: 21 closes, \$99,981
- 2026 Qq: 23 closes, \$148,260

Robert Clark — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 243
- **Closes:** 243
- **Close rate:** 100.0%
- **Mean ticket:** \$4,167
- **Career closes (all time):** 479

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 9.9%
- **Total outstanding (2024+):** \$59,574

Product Mix

- **Foundation:** 30.5%
- **CustomDoor:** 21.3%
- **Powdercoat:** 15.9%
- **BILCO:** 12.5%
- **Other:** 11.9%
- **Egress:** 3.8%
- **Siding:** 3.3%
- **Concrete:** 0.8%

Trend (last 8 contract quarters)

- 2024 Qq: 33 closes, \$137,200
 - 2024 Qq: 31 closes, \$123,890
 - 2025 Qq: 12 closes, \$52,094
 - 2025 Qq: 44 closes, \$203,476
 - 2025 Qq: 42 closes, \$165,728
 - 2025 Qq: 21 closes, \$87,917
 - 2026 Qq: 6 closes, \$22,198
 - 2026 Qq: 8 closes, \$48,172
-

Stephen Clark — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 269
- **Closes:** 267
- **Close rate:** 99.3%
- **Mean ticket:** \$4,629
- **Career closes (all time):** 419

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 12.7%
- **Total outstanding (2024+):** \$97,615

Product Mix

- **Powdercoat:** 35.3%
- **CustomDoor:** 33.2%
- **Foundation:** 12.4%
- **Other:** 9.8%
- **Siding:** 6.4%
- **Concrete:** 1.2%
- **BILCO:** 1.0%

- **Egress:** 0.7%

Trend (last 8 contract quarters)

- 2024 Qq: 42 closes, \$208,725
 - 2024 Qq: 22 closes, \$100,976
 - 2025 Qq: 13 closes, \$64,826
 - 2025 Qq: 39 closes, \$180,826
 - 2025 Qq: 45 closes, \$207,718
 - 2025 Qq: 30 closes, \$146,934
 - 2026 Qq: 13 closes, \$58,773
 - 2026 Qq: 11 closes, \$52,867
-

Tim Choomack — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 210
- **Closes:** 210
- **Close rate:** 100.0%
- **Mean ticket:** \$5,635
- **Career closes (all time):** 1,459

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 14.8%
- **Total outstanding (2024+):** \$105,412

Product Mix

- **Powdercoat:** 24.8%
- **CustomDoor:** 24.8%
- **Other:** 21.4%
- **BILCO:** 11.9%
- **Foundation:** 9.8%
- **Egress:** 4.2%
- **Siding:** 2.1%
- **Concrete:** 1.0%

Trend (last 8 contract quarters)

- 2024 Qq: 23 closes, \$107,139
- 2024 Qq: 27 closes, \$153,464
- 2025 Qq: 8 closes, \$67,581
- 2025 Qq: 33 closes, \$169,197
- 2025 Qq: 27 closes, \$174,819

- 2025 Qq: 10 closes, \$55,748
 - 2026 Qq: 9 closes, \$49,718
 - 2026 Qq: 11 closes, \$78,199
-

Tom Giannotti — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 44
- **Closes:** 44
- **Close rate:** 100.0%
- **Mean ticket:** \$5,337
- **Career closes (all time):** 44

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 2.3%
- **Total outstanding (2024+):** \$2,900

Product Mix

- **Powdercoat:** 56.8%
- **CustomDoor:** 34.1%
- **Other:** 2.3%
- **Foundation:** 2.3%
- **Egress:** 2.3%
- **Concrete:** 2.3%

Trend (last 8 contract quarters)

- 2024 Qq: 17 closes, \$86,336
 - 2024 Qq: 26 closes, \$141,698
 - 2024 Qq: 1 closes, \$6,795
-

Tom Gianotti — Scorecard

From 21yrs CCD data · 2024+ slice for "recent" stats

Volume & Conversion (2024+)

- **Appointments:** 56
- **Closes:** 56
- **Close rate:** 100.0%

- **Mean ticket:** \$5,301
- **Career closes (all time):** 56

Bad-Debt Indicator

- **% contracts with outstanding balance > \$5 (2024+):** 0.0%
- **Total outstanding (2024+):** \$0

Product Mix

- **Powdercoat:** 64.3%
- **CustomDoor:** 23.2%
- **Other:** 3.6%
- **Concrete:** 3.6%
- **BILCO:** 1.8%
- **Foundation:** 1.8%
- **Egress:** 1.8%

Trend (last 8 contract quarters)

- 2024 Qq: 17 closes, \$82,922
 - 2024 Qq: 36 closes, \$195,859
 - 2025 Qq: 3 closes, \$18,100
-