



**WINBYNOON**  
**2022 SCOREBOARD**  
 LOAN OFFICER EDITION

**2022**  
**GOALS**  
 The Big 3

Loan Volume  
 Funded

Families Served  
 (Units Closed)

|             |              |                              |  |                                      |                                       |  |                                      |                              |  |                                      |
|-------------|--------------|------------------------------|--|--------------------------------------|---------------------------------------|--|--------------------------------------|------------------------------|--|--------------------------------------|
| <b>JAN</b>  | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>FEB</b>  | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>MAR</b>  | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>APR</b>  | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>MAY</b>  | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>JUNE</b> | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>JULY</b> | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>AUG</b>  | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>SEPT</b> | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>OCT</b>  | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>NOV</b>  | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |
| <b>DEC</b>  | <b>BIG 3</b> | <b>LOAN VOLUME FUNDED</b>    |  |                                      | <b>FAMILIES SERVED</b> (Units Closed) |  |                                      |                              |  |                                      |
|             |              | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal          | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total | <input type="text"/><br>Goal | <input type="text"/><br>Monthly<br>Total | <input type="text"/><br>YTD<br>Total |

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