

Productivity

KPB

New Relationships YTD Summary August 2023

[View Market Details >](#)

KPB - Central

364

KPB - East

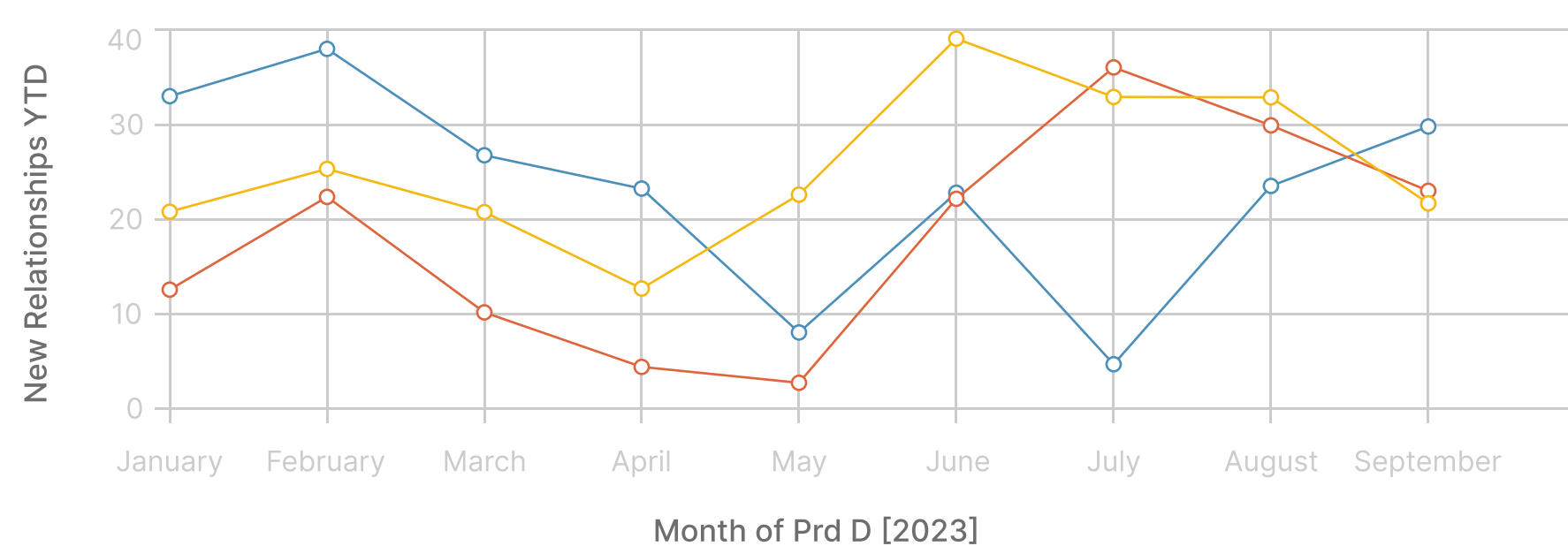
177

KPB - West

162

New Relationships YTD Trend January 2023 to August 2023

■ KPB - Central ■ KPB - East ■ KPB - West



% of RMs Above ISV Goal Summary August 2023

[View Market Details >](#)

KPB - Central

83%

KPB - East

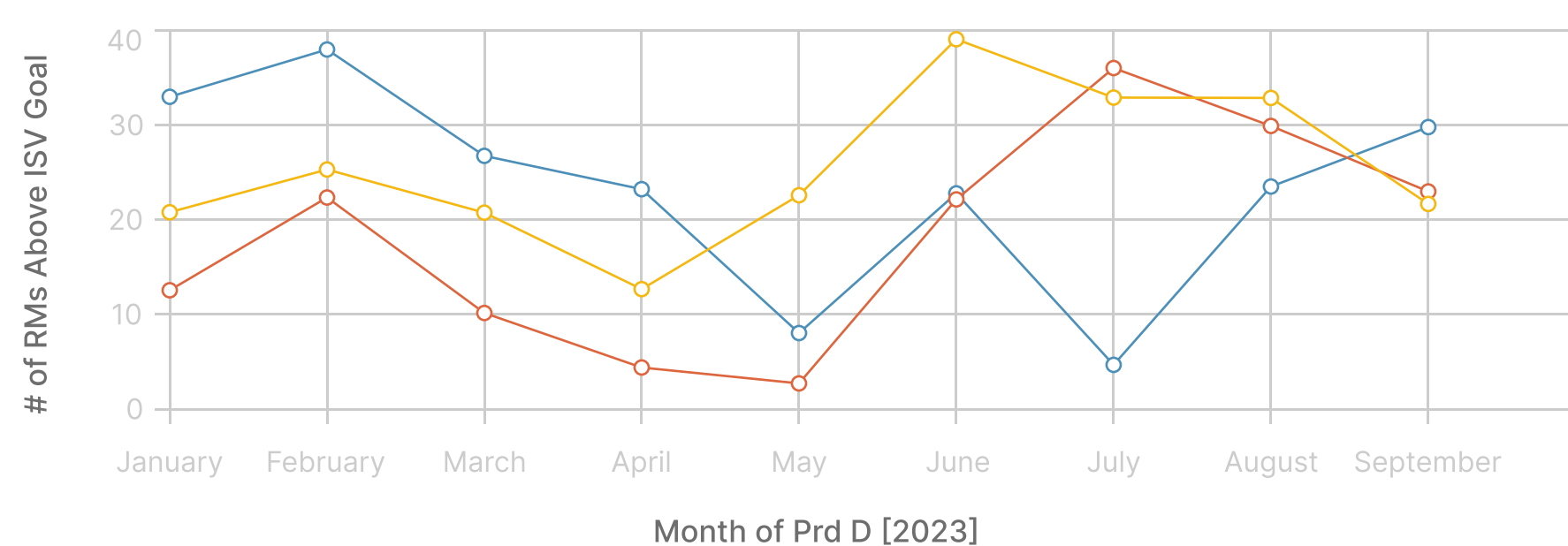
78%

KPB - West

59%

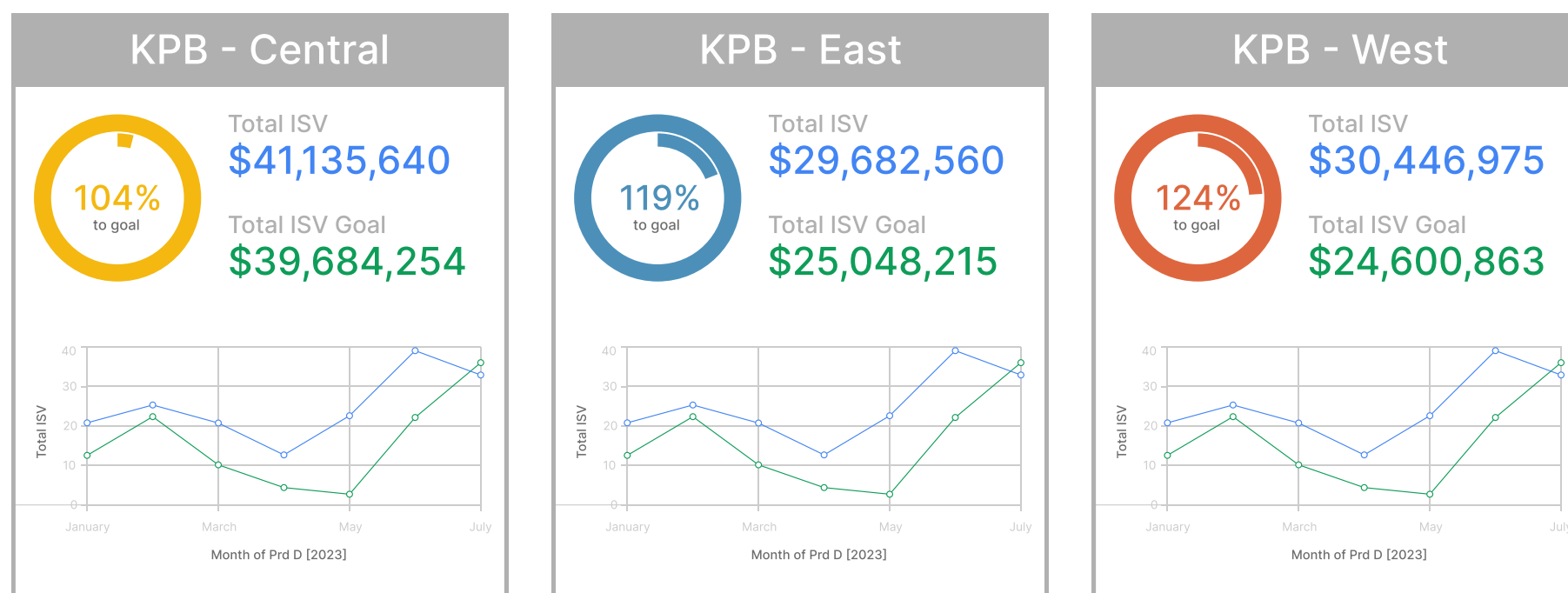
% of RMs Above ISV Goal Trend January 2023 to August 2023

■ KPB - Central ■ KPB - East ■ KPB - West



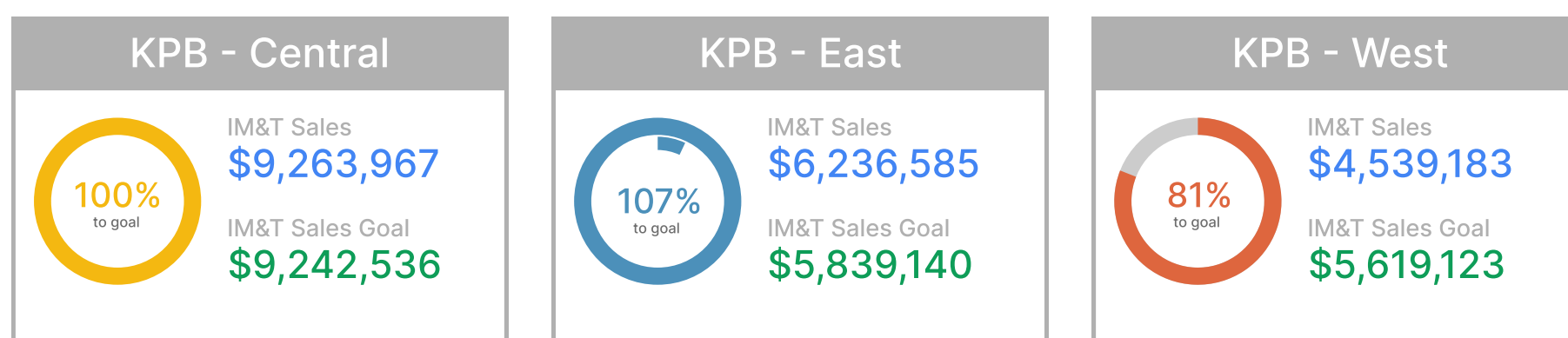
Total ISV Summary August 2023

[View Market Details >](#)

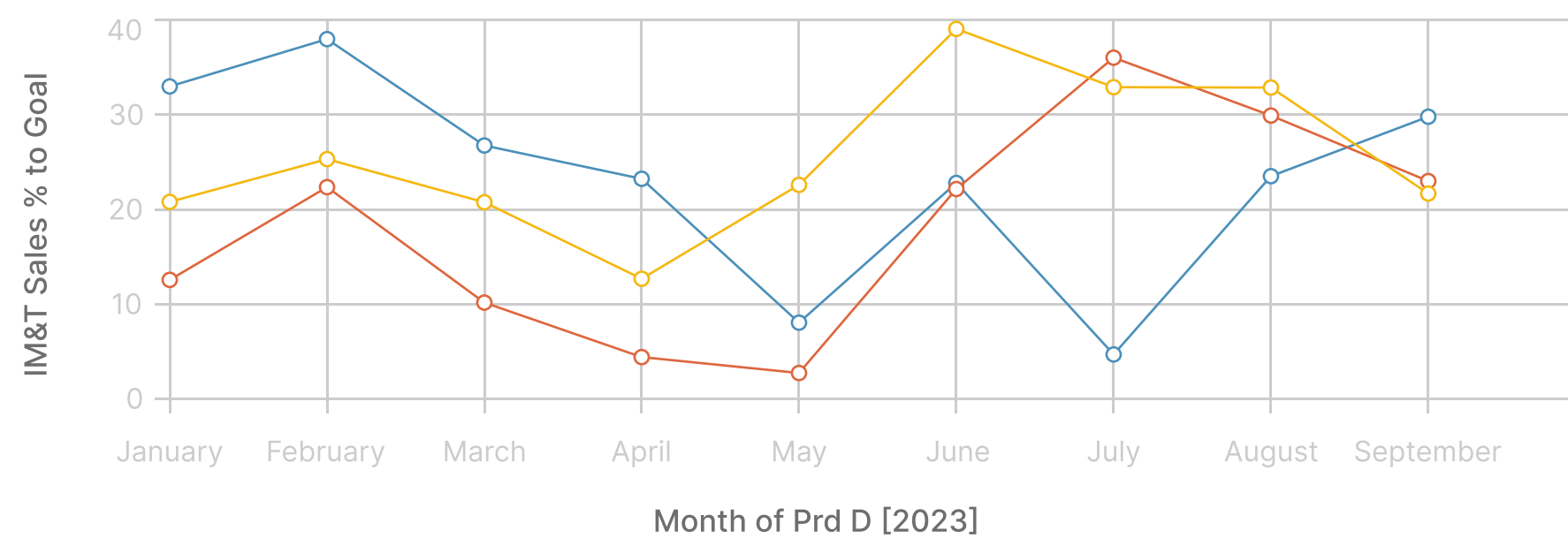


IM&T Sales Summary August 2023

[View Market Details >](#)



IM&T Sales Trend January 2023 to August 2023



Family Wealth

% of IM&T Strategists Above Goal Summary August 2023

[View Market Details >](#)

KPB National Functions

25%

% of IM&T Strategists Above Goal Trend January 2023 to August 2023

