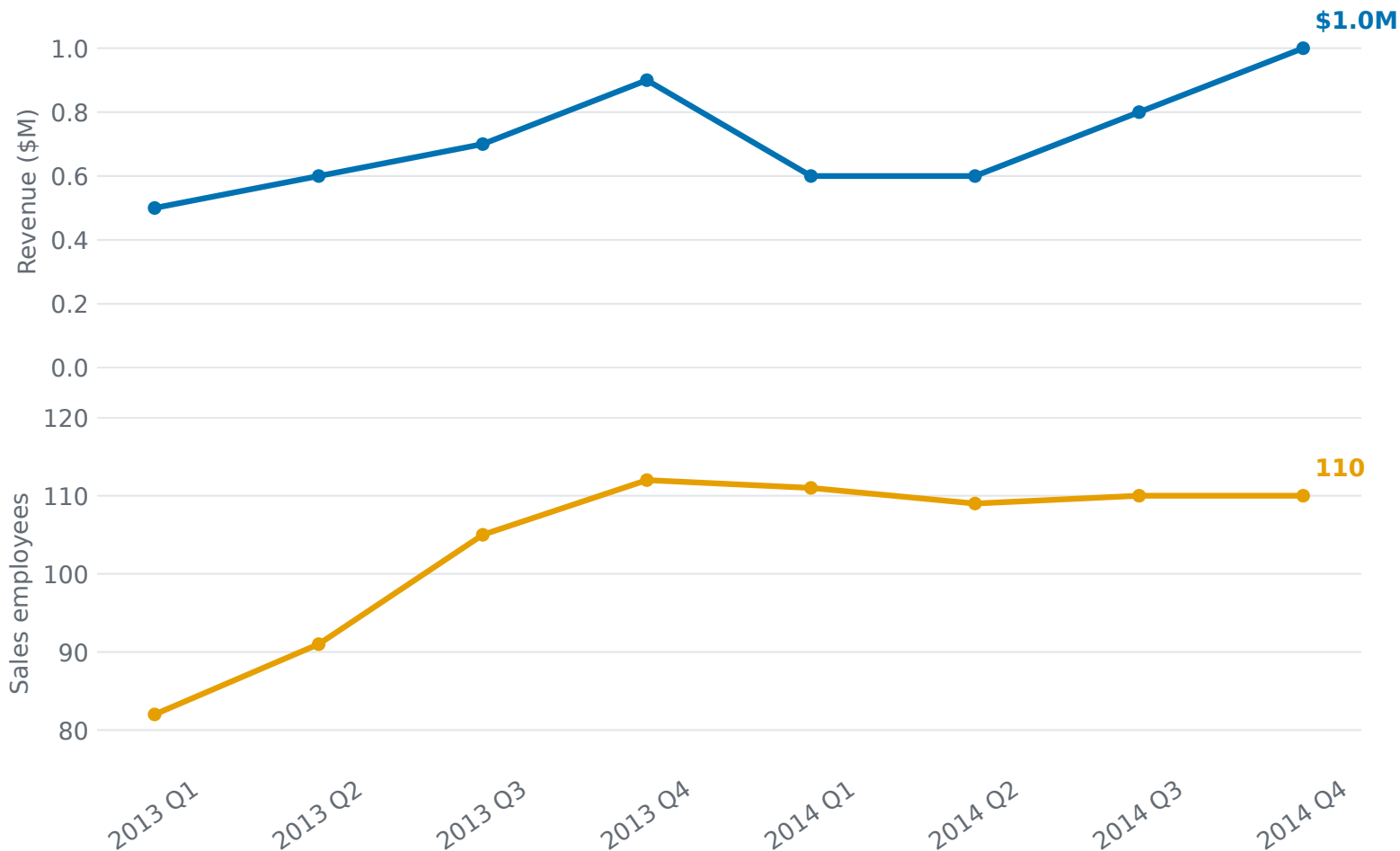


In 2014, revenue rose while sales staffing stayed flat



Source: Knaflic, *Storytelling with Data* (2015); values transcribed from printed figures.