

## **GAIN ONLY REPORT OCTOBER 2018**

			· A's	BENEFITS SPECIA	CONTEST		CONTEST		CONTEST			GAIN
					NEW		GROWTH		RETENTION		CONTEST	CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
С	1	3	MI	MIDETROIT	58	1	11.89%	1	80.68%	12	14	1
С	i	8	CA	CALOSANGELES	35	2	8.75%	4	82.92%	9	15	2
C	1	5	GA	GAATLANTA	24	5	8.92%	3	82.29%	10	18	3
C	i	6	TX	TXSANANTONIO	17	10	8.72%	5	86.77%	3	18	3
С	I	6	TX	TXDALLAS	25	4	8.22%	8	84.07%	7	19	5
С	I	1	NY	NYMETRO	24	5	6.86%	11	86.67%	5	21	6
С	1	3	ОН	OHCOLUMBUS	16	11	8.33%	7	86.77%	3	21	6
С	1	8	CA	CAORANGE	34	3	10.37%	2	78.85%	17	22	8
С	1	3	ОН	OHNORTHEAST	14	13	7.91%	9	87.64%	2	24	9
С	1	6	TX	TXHOUSTON	24	5	7.82%	10	79.03%	16	31	10
С	1	7	UT	UTSALTLAKE	21	8	8.68%	6	77.91%	18	32	11
С	I	2	PA	PAPHILADELPH	19	9	4.86%	16	83.73%	8	33	12
С	1	3	IN	ININDIANAPOL	11	16	6.01%	13	80.75%	11	40	13
С	1	4	NE	NEOMAHA	8	19	3.92%	20	89.05%	1	40	13
С	1	8	OR	ORPORTLAND	13	14	5.58%	15	79.91%	13	42	15
С	1	2	NJ	NJNORTHERN	8	19	3.29%	21	84.21%	6	46	16
С	1	7	AZ	AZPHOENIX	15	12	5.66%	14	56.06%	20	46	16
С	1	8	CA	CAGOLDENGATE	13	14	6.67%	12	41.88%	21	47	18
С	1	8	CA	CASANDIEGO	11	16	4.64%	17	79.32%	15	48	19
С	I	3	MI	MIWEST	8	19	4.37%	19	79.47%	14	52	20
С	I	8	CA	CASACRAMENTO	10	18	4.55%	18	76.82%	19	55	21
С	m	2	NJ	NJMONMOUTH	17	1	14.05%	1	89.83%	2	4	1
С	m	5	SC	SCCOLUMBIA	11	7	8.03%	8	87.50%	7	22	2
С	m	2	NJ	NJCENTRAL	13	4	10.57%	3	84.03%	16	23	3
С	m	2	VA	VACENTRAL	8	13	7.92%	9	88.66%	4	26	4
С	m	8	NV	NVCLARK	14	3	10.85%	2	79.07%	26	31	5
С	m	8	CA	CAINLAND	15	2	9.09%	5	80.34%	25	32	6
С	m	2	NJ	NJSOUTH	11	7	8.80%	6	81.95%	21	34	7
С	m	3	IL	ILCHICAGONE	7	15	5.74%	14	88.37%	5	34	7
С	m	3	KY	KYCENTRAL	9	12	8.33%	7	84.62%	15	34	7
С	m	6	TX	TXFORTWORTH	10	11	6.54%	13	86.49%	11	35	10
С	m	6	MO	MOSTLOUIS	12	6	9.16%	4	78.99%	28	38	11
С	m	5	FL	FLCENTRAL	13	4	7.83%	10	79.07%	26	40	12
С	m	6	OK	OKCITY	7	15	5.34%	18	86.61%	9	42	13
С	m	6	OK	OKTULSA	7	15	5.04%	20	87.50%	7	42	13
С	m	6	TX	TXAUSTIN	11	7	7.43%	11	80.38%	24	42	13
С	m	8	OR	ORWILLAMETTE	6	22	5.56%	15	87.72%	6	43	16
С	m	8	CA	CACENTRAL	7	15	5.51%	16	83.85%	17	48	17
С	m	7	ID	IDTREASURE	7	15	4.86%	21	85.71%	13	49	18
С	m	5	MS	MSJACKSON	5	25	4.39%	23	89.47%	3	51	19
С	m	5	TN	TNMIDDLE	6	22	5.41%	17	85.85%	12	51	19
С	m	7	CO	CODENVER	11	7	6.96%	12	73.68%	33	52	21
С	m	8	CA	CASILICON	7	15	4.38%	24	85.54%	14	53	22
С	m	2	MD	MDBALTIMORE	8	13	5.26%	19	75.32%	32	64	23
С	m	3	ОН	OHNORTHWEST	1	32	0.85%	33	90.09%	1	66	24
С	m	5	FL	FLTAMPABAY	6	22	4.51%	22	81.06%	22	66	24
С	m	3	IL	ILDUPAGE	5	25	4.03%	26	83.61%	18	69	26
С	m	6	LA	LANEWORLEANS	7	15	4.29%	25	78.03%	30	70	27
С	m	4	NE	NELINCOLN	1	32	0.86%	32	86.61%	9	73	28



			"ICA.	BENEFITS SPECIAL	CONTEST CONTEST				CONTEST	GAIN	GAIN	
					NEW		GROWTH		RETENTION		CONTEST	CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
С	m	5	NC	NCTRIAD	4	27	3.48%	28	82.93%	20	75	29
С	m	8	WA	WANORTHWEST	3	30	1.94%	31	83.22%	19	80	30
С	m	1	NY	NYGRTRCENTRAL	4	27	3.77%	27	78.50%	29	83	31
С	m	2	MD	MDWASHINGTON	3	30	2.78%	30	81.03%	23	83	31
С	m	5	NC	NCCHARLOTTE	4	27	3.42%	29	76.79%	31	87	33
С	s	5	FL	FLGULFCOAST	7	9	10.45%	4	85.71%	11	24	1
С	S	5	FL	FLPALMCOAST	8	3	8.16%	14	87.64%	8	25	2
С	S	3	IL	ILCHICAGODOWN	7	9	9.86%	10	86.67%	9	28	3
С	S	3	MI	MINORTHERN	5	17	8.62%	13	92.45%	2	32	4
С	S	3	KY	KYLOUISVILLE	9	2	9.89%	9	83.67%	24	35	5
С	S	6	TX	TXEAST	11	1	14.47%	1	79.01%	38	40	6
С	s	5 7	AL	ALBIRMINGHAM	7	9	9.09%	12	83.75%	23	44	7
С	s	3	NM	NMRIOGRANDE	6	13 3	10.17%	7 14	82.81%	26	46 47	8 9
С	s s	3	IN NY	INNORTHEAST NYNORTHEASTERN	8 8	3	8.16% 11.59%	3	82.29% 77.94%	30 43	49	10
C C	S	6	LA	LABATONROUGE	8	3	10.26%	о 6	77.94% 78.16%	43 42	51	11
С	s	2	VA	VAEASTERN	5	3 17	5.56%	28	88.24%	7	52	12
C	S	5	FL	FLBROWARD	8	3	10.39%	5	75.32%	, 45	53	13
C	S	6	MO	MOSPRINGFIELD	4	23	7.55%	16	85.45%	14	53	13
С	s	3	MI	MISOUTHWEST	8	3	13.11%	2	72.13%	50	55	15
c	s	6	LA	LAACADIANA	5	17	9.26%	11	82.46%	27	55	15
c	s	5	TN	TNMIDSOUTH	4	23	7.14%	22	85.71%	11	56	17
c	S	5	SC	SCLOWCOUNTRY	3	29	5.56%	28	90.38%	3	60	18
C	S	2	PA	PACENTRAL	6	13	7.41%	19	82.35%	29	61	19
C	S	8	NV	NVNORTHERN	6	13	7.50%	17	81.18%	33	63	20
C	S	5	GA	GACOASTAL	5	17	7.14%	22	82.43%	28	67	21
С	s	5	FL	FLJACKSONVIL	6	13	7.50%	17	78.31%	40	70	22
С	s	8	WA	WASOUTHSOUND	5	17	10.00%	8	75.00%	46	71	23
С	S	2	VA	VANORTHERN	5	17	7.25%	21	79.10%	37	75	24
С	S	3	IN	INSOUTHWEST	2	36	3.77%	39	93.75%	1	76	25
С	S	6	KS	KSKANSASCITY	7	9	7.37%	20	74.47%	48	77	26
С	S	2	VA	VASOUTHWEST	3	29	5.26%	32	84.62%	18	79	27
С	S	6	TX	TXCOASTLBND	2	36	3.08%	40	89.39%	5	81	28
С	S	6	TX	TXLUBBOCK	2	36	4.08%	35	86.27%	10	81	28
С	S	3	IN	INGRNORTHERN	4	23	6.25%	25	79.69%	36	84	30
С	S	8	WA	WASPOKANE	2	36	2.67%	43	88.41%	6	85	31
С	S	5	FL	FLDADE	4	23	6.90%	24	78.95%	39	86	32
С	S	2	PA	PAPITTSBURG	4	23	4.30%	34	81.44%	32	89	33
С	S	8	CA	CADESERTCITIES	2	36	4.00%	38	85.19%	15	89	33
С	S	7	ID	IDNORTH	3	29	5.66%	27	80.70%	34	90	35
С	S	8	CA	CAVENTURA	2	36	2.50%	45	85.54%	13	94	36
С	S	3	OH	OHCINCINN	2	36	2.70%	42	83.78%	22	100	37
С	S	5	NC	NCTRIANGLE	4	23	4.04%	37	78.30%	41	101	38
С	S	3	IL AD	ILCENTRAL	2	36	2.22%	46	84.09%	21	103	39
С	S	6	AR	ARCENTRAL	3	29	6.12%	26	74.00%	49	104	40
С	s	5 7	SC	SCPIEDMONT	2	36	2.53%	44	83.13%	25	105	41
С	s	3	CO	COSOUTHERN	3	29	5.45%	30	75.00%	46	105	41
С	S		IL	ILCHISOUTHLAND	2	36	4.08%	35	80.00%	35	106	43
С	s	4 5	WI	WISEASTERN NCCOASTAL	3 0	29 51	4.62%	33 51	75.76% 90.47%	44	106	43
С	S	5 8	NC CA		2	51 36	0.00%	51 41	89.47% 82.19%	4	106 108	43 46
c	s	8 6	CA TV	CANORTHCOAST TXPANHANDLE	1	36 47	2.82%	41 47		31 15		
С	s	6	TX WI		3		1.85%	47 21	85.19% 67.24%	15 51	109	47
C C	s s	3	WI OH	WISCENTRAL	3 1	29 47	5.36%	31 47	67.24% 84.62%	51 18	111 112	48 49
C	s s	3 7	OH AZ	OHWESTRESERVE AZSOUTHERN	1	47 47	1.85% 1.67%	47 50	84.62% 84.75%	17	114	50
C	S	7	CO	CONORTHERN	1	47 47	1.72%	49	84.48%	20	116	50 51
C	3	,	00	CONORTHERN	l '	71	1.1 ∠ /0	73	04.40 /0	20	110	31



				'A'S BENEFITS SPEC'	CONTEST NEW		CONTEST GROWTH		CONTEST RETENTION		GAIN CONTEST	GAIN CONTEST
 GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
С	t	5	GA	GASOATLANTA	4	2	12.50%	3	90.63%	9	14	1



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			2 8	ENEFITS SPEC	CONTEST NEW		CONTEST GROWTH		CONTEST RETENTION		GAIN CONTEST	GAIN CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
С	t	7	ID	IDEASTERN	3	6	12.50%	3	87.50%	13	22	2
С	t	5	NC	NCWESTERN	3	6	6.25%	18	95.83%	1	25	3
С	t	7	UT	UTNORTHERN	4	2	8.70%	9	87.23%	14	25	3
С	t	6	LA	LAREDRIVER	3	6	7.32%	13	90.70%	8	27	5
С	t	6	TX	TXELPASO	2	12	8.70%	9	91.30%	7	28	6
С	t	8	WA	WATRICOUNTY	3	6	9.09%	7	85.29%	17	30	7
С	t	5	TN	TNCHATTANOOGA	2	12	8.70%	9	89.47%	12	33	8
С	t	5	FL	FLSOUTHWEST	4	2	9.52%	6	79.55%	28	36	9
С	t	5	TN	TNKNOXVILLE	6	1	12.77%	2	77.08%	33	36	9
С	t	6	AR	ARNORTHWEST	4	2	25.00%	1	75.00%	37	40	11
С	t	7	CO	COROCKIES	3	6	8.82%	8	78.79%	30	44	12
С	t	2	VA	VAPIEDMONT	2	12	7.41%	12	81.48%	23	47	13
С	t	5	FL	FLCAPITAL	2	12	5.71%	22	86.49%	16	50	14
С	t	4	WI	WINCENTRAL	1	21	3.85%	26	92.31%	6	53	15
С	t	6	KS	KSWICHITA	3	6	6.98%	14	76.74%	34	54	16
С	t	5	GA	GASOUTH	1	21	3.33%	27	90.63%	9	57	17
С	t	3	IN	INSOUTHCENTRAL	1	21	2.13%	34	93.18%	3	58	18
С	t	1	NY	NYNIAGARA	2	12	11.11%	5	0.00%	44	61	19
С	t	5	GA	GACSRIVERAREA	1	21	6.67%	15	80.00%	26	62	20
С	t	4	WI	WIFOXVALLEY	2	12	6.06%	20	77.14%	32	64	21
С	t	5	MS	MSSOUTH	2	12	6.45%	17	75.76%	36	65	22
С	t	2	PA	PANORTHEAST	1	21	5.88%	21	81.25%	25	67	23
С	t .	7	ID	IDSOUTHERN	1	21	2.50%	31	87.18%	15	67	23
С	t	5	GA	GANORTHEAST	2	12	6.67%	15	70.97%	41	68	25
С	t .	5 2	GA	GAMIDDLE	2	12	5.41%	24	76.74%	34	70	26
С	t .	2	MD	MDEASTERN	1	21	2.50%	30	83.72%	20	71	27
С	t .	•	NY	NYWESTERN	1	21	2.33%	32	84.09%	19	72	28
С	t .	3 3	IN	INGRBLOOMING	0	35	0.00%	35	93.33%	2	72	28
С	t •	3 5	IN MC	INNORTHWEST	1	21 35	5.56%	23	78.95%	29	73	30
С	l .		MS	MSNORTHEAST	0		0.00%	35	92.86%	4	74	31
С	t •	6 5	TX	TXTEXOMA GANORTHWEST	0	35 21	0.00%	35 35	92.86%	4 31	74 77	31
c c	t +	8	GA CA	CASANTABARBA	1	21	4.00% 2.27%	25 33	78.26% 80.00%	26	80	33 34
C	ι +	6	TX	TXWEST	0	35	0.00%	35 35	90.48%	11	81	35
C	t +	7	NM	NMNORTHERN	1	21	6.25%	18	69.23%	42	81	35 35
C	t †	3	IL	ILSOUTHERN	0	35	0.00%	35	84.38%	18	88	37
C	t +	7	CO	COFRONTRANGE	1	21	2.94%	28	71.05%	40	89	38
C	t †	5	TN	TNWEST	0	35	0.00%	35	83.33%	21	91	39
c	t	8	CA	CANORTHVALLEY	0	35	0.00%	35	81.82%	22	92	40
c	t	5	SC	SCGRANDSTRAND	0	35	0.00%	35	81.48%	23	93	41
c	t	6	TX	TXSOUTH	1	21	2.63%	29	64.71%	43	93	41
C	t	3	KY	KYWESTERN	0	35	0.00%	35	75.00%	37	107	43
С	t	5	NC	NCPIEDMONT	0	35	0.00%	35	74.19%	39	109	44
s	1	2	NJ Total		49	5	8.01%	2	84.76%	3	10	1
s	1	6	TX Total		106	2	7.12%	5	83.32%	5	12	2
s	I	3	MI Total		79	3	10.00%	1	80.52%	9	13	3
s	1	5	FL Total		58	4	7.65%	4	80.95%	8	16	4
s	I	5	GA Total		40	6	7.87%	3	81.96%	7	16	4
s	I	1	NY Total		39	7	6.64%	6	83.75%	4	17	6
s	I	3	OH Total		34	8	5.54%	8	87.09%	1	17	6
s	I	8	CA Total		139	1	6.55%	7	77.71%	10	18	8
s	I	3	IL Total		23	10	4.14%	10	87.02%	2	22	9
s	I	2	PA Total		30	9	4.98%	9	82.56%	6	24	10
		_				_						
s	m	2	VA Total		23	3	6.65%	4	85.45%	4	11	1
s	m	3	IN Total		27	1	5.63%	5	83.72%	7	13	2



				"CA'S BENEFITS	SPECIALL	CONTEST		CONTEST		CONTEST		0.4151	CAIN
								CONTEST GROWTH		CONTEST RETENTION		GAIN CONTEST	GAIN CONTEST
	GAIN Sort	L/S/M/T	Region	State	Chapters	NEW MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
_	S	m	7	UT Total		25	2	8.22%	1	80.37%	11	14	3
	s	m	5	TN Total		18	7	7.03%	2	84.44%	6	15	4
	s	m	6	LA Total		23	3	6.85%	3	80.28%	12	18	5
	s	m	5	SC Total		16	8	5.41%	8	86.27%	3	19	6
	s	m	8	OR Total		19	5	5.57%	7	82.54%	9	21	7
	s	m	6	OK Total		14	11	5.15%	10	87.17%	2	23	8
	s	m	7	CO Total		19	5	5.60%	6	75.83%	14	25	9
	s	m	7	ID Total		14	11	5.36%	9	85.00%	5	25	9
	s	m	4	NE Total		9	15	2.81%	15	88.18%	1	31	11
	s	m	8	WA Total		13	13	4.14%	12	83.28%	8	33	12
	s	m	5	NC Total		15	10	3.23%	14	81.97%	10	34	13
	s	m	7	AZ Total		16	8	4.91%	11	61.42%	15	34	13
	s	m	2	MD Total		12	14	3.99%	13	78.66%	13	40	15
	s	s	4	IA Total		22	1	11.22%	2	82.14%	4	7	1
	s	s	6	MO Total		22	1	11.52%	1	80.71%	6	8	2
	s	s	3	KY Total		18	4	8.14%	5	84.00%	2	11	3
	s	s	5	AL Total		11	5	10.68%	3	82.41%	4	12	4
	s	s	8	NV Total		20	3	9.57%	4	79.91%	7	14	5
	s	s	5	MS Total		7	9	4.32%	10	87.04%	1	20	6
	s	s	1	CT Total		10	6	6.02%	7	78.16%	9	22	7
	s	s	6	KS Total		10	6	7.25%	6	75.18%	11	23	8
	s	s	4	MN Total		3	11	1.26%	11	82.73%	3	25	9
	s	s	1	MA Total		7	9	4.40%	9	79.39%	8	26	10
	s	s	4	WI Total		9	8	4.95%	8	75.27%	10	26	10
	s	t	7	NM Total		7	1	9.21%	2	80.77%	5	8	1
	s	t	7	MT Total		1	5	6.67%	3	100.00%	1	9	2
	s	t	6	AR Total		7	1	10.45%	1	75.00%	8	10	3
	s	t	4	SD Total		1	5	4.35%	5	85.71%	2	12	4
	s	t	8	AK Total		5	3	6.67%	3	73.17%	9	15	5
	s	t	1	NH Total		2	4	2.94%	6	77.33%	6	16	6
	s	t	8	HI Total		1	5	1.79%	8	83.05%	3	16	6
	s	t	1	ME Total		1	5	2.44%	7	76.92%	7	19	8
	s	t	3	WV Total		0	9	0.00%	9	80.95%	4	22	9
	.,	.,	11.3	Totals - Region 3		181	3	6.75%	2	84.23%	1	6	4
	У	у											1
	У	У	11.6	Totals - Region 6		182	2	7.30%	1	82.42%	5	8	2
	У	У	11.2	Totals - Region 2		122	5	6.42%	4	83.14%	2	11	3
	У	у	11.5	Totals - Region 5		165	4	6.48%	3	82.76%	4	11	3
	У	у	11.8	Totals - Region 8		197	1	6.32%	5	78.90%	7	13	5
	у	у	11.4	Totals - Region 4		44	8	4.58%	8	82.92%	3	19	6
	у	у	11.1	Totals - Region 1		59	7	5.72%	7	81.26%	6	20	7
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	A'S BENEFITS SPECT					CONTEST NEW		CONTEST GROWTH		CONTEST RETENTION		GAIN CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
у	у	11.7	Totals - Region	on 7	83	6	6.26%	6	75.79%	8	20	7
у	У	12	<b>Grand Total</b>		1,033	*	6.43%	*	81.57%	*	*	*



CONTEST CONTEST CONTEST GAIN GAIN NEW GROWTH RETENTION CONTEST CONTEST GAIN Sort L/S/M/T Region State Chapters **MEMBERS** Rank RATE Rank RATE Rank POINTS RANK



CONTEST GROWTH CONTEST CONTEST NEW RETENTION GAIN Sort L/S/M/T Region State Chapters MEMBERS Rank RATE Rank RATE Rank POINTS RANK

CONTEST

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