

CANDATE CAND					CAICA'S BENEFITS SPECIALLY	CONTEST NEW		CONTEST GROWTH		CONTEST RETENTION		GAIN CONTEST	GAIN CONTEST
C	GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
C	LOCAL C	HAPTERS											
C I S S MI MIDEROIT 76 1 15,07% 3 81,33% 12 16 3 3 C I I S C C CASANGIGO 34 7 14,07% 4 82,93% 8 19 4 4 C I I S C I I S C C CASANGIGO 34 7 14,07% 4 82,93% 8 19 4 4 C I I S C I I S C C I I S C C C CASANGIGO 34 7 14,27% 5 82,93% 10 20 5 6 C I I S C C C C CALGEARGEES 44 4 11,00% 12 81,827% 7 2.3 6 C C I I S C C C C C C C C C C C C C C C	С	I	2	PA	PAPHILADELPH	46	3	12.23%	7	85.29%	3	13	1
C	С	I	8	CA	CAORANGE	55	2	17.41%	1	81.53%	11	14	2
C I 6 TX TADALLAS 43 5 14.29% 5 82.39% 10 20 5 CA CALOSANOELES 44 4 11.09% 12 83876 7 23 6 CA CALOSANOELES 44 4 11.09% 12 83876 7 23 6 CA CALOSANOELES 44 4 11.09% 12 83876 7 23 6 CA CALOSANOELES 44 4 11.09% 12 83876 7 23 6 CA CALOSANOELES 44 4 11.09% 12 83876 7 23 6 CA CALOSANOELES 44 4 11.09% 12 83876 7 23 8 8 CA CALOSANOELES 44 4 11.09% 12 8 84.49% 12 8 30 8 8 CA CALOSANOELES 44 4 11.09% 12 8 84.49% 12 8 30 8 8 CA CALOSANOELES 44 4 12.50% 6 7 79.50% 12 8 8 8 CA CALOSANOELES 44 4 12.50% 6 7 79.50% 12 8 8 8 CA CALOSANOELES 45 CALOSANOEL	С	I	3	MI	MIDETROIT	76	1	15.20%	3	81.33%	12	16	3
C I 8 CA CALCSANGELES 44 4 11.06% 12 83.87% 7 23 6 C I 1 5 GA GAATLANTA 31 9 11.05% 10 B4.50% 6 25 7 C I 1 1 NY NYMETRO 34 7 9.66% 16 04.50% 5 28 8 C I 1 4 NE NEOMAHA C I 1 0 10.24% 13 88.42% 1 30 9 9 C I 1 8 CA CASCRAMENTO 37 8 16.76% 2 75.40% 22 30 9 9 C I 1 8 CA CASCRAMENTO 37 8 16.76% 2 75.40% 22 30 9 9 C I 1 3 OH OHNORTHEAST 23 11.05% 17 70.55% 15 28 30 11.05% 10 11.05	С	1	8	CA	CASANDIEGO	34	7	14.35%	4	82.93%	8	19	4
C I 6 GA GARLANTA 31 9 1152% 10 8450% 6 25 7 C I 1 1 NY NYMETRO 34 7 0,689% 16 8450% 5 28 8 C I 1 4 NE NEOMAHA 21 16 1082% 13 8842% 1 30 9 C I 1 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 1 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 1 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 1 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 1 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 1 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 1 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 15 35 11 C I 1 3 OH OHNORTHEAST 22 14 1250% 6 79.53% 19 04 13 C I 1 3 OH OHNORTHEAST 22 14 1250% 16 79.53% 19 04 13 C I 1 3 OH OHNORTHEAST 22 14 1250% 16 79.53% 19 04 13 C I 1 3 OH OHNORTHEAST 22 14 1250% 16 79.53% 19 04 13 C I 1 3 OH OHNORTHEAST 22 14 1250% 16 79.53% 19 04 13 C I 1 3 OH OHNORTHEAST 22 14 1250% 18 0.53% 19 04 13 C I 1 6 OH OHNORTHEAST 22 14 1250% 18 0.53% 19 04 13 C I 1 7 CO OCOENVER 20 17 11,24% 11 70.49% 14 45 16 16 C I 1 6 OH OH OHNORTHEAST 22 18 0.44% 13 53 21 C I 1 6 OH OH OHNORTHEAST 22 18 0.44% 13 53 21 C I 1 6 OH OH OHNORTHEAST 22 18 0.44% 13 53 21 C I 1 6 OH OH OHNORTHEAST 3 17 04 04 14 04 04 19 C I 1 6 OH OH OHNORTHEAST 3 17 04 04 04 04 04 04 04 04 04 04 04 04 04	С	I	6	TX	TXDALLAS	43	5	14.24%	5	82.35%	10	20	5
C I 1 1 NY NYMETRO 34 7 7 9,86% 16 84,92% 5 28 8 C I 4 4 NE NEOMAHA 21 16 10,82% 13 88,42% 1 3 09 C I 8 6 CA CASACRAMENTO 37 6 10,82% 13 88,42% 1 3 09 C I 8 6 CA CASACRAMENTO 37 6 10,82% 15 35 30 9 C I 1 3 0 OH ONLOCILIMBUS 18 20 9,33% 17 86,86% 2 39 12 C I 3 3 MI MINEST 22 11 12,55% 8 77,76% 19 40 13 C I 8 8 OR ORPORTLAND 28 10 11,72% 9 75,95% 21 40 13 C I 8 0 OR ORPORTLAND 28 10 11,72% 9 75,95% 21 40 13 C I 1 3 N N N N N N N N N N N N N N N N N N	С	I	8	CA	CALOSANGELES	44	4	11.06%	12	83.87%	7	23	6
C I 4 NE NEOMAHA 21 16 10.82% 13 88.42% 1 30 9 C C I 8 6 CA CASACRAMENTO 37 6 16.74% 2 75.46% 22 30 9 C I 3 3 OH OHNORTHEAST 22 14 12.60% 6 79.53% 15 35 11 C I 3 OH OHNORTHEAST 22 14 12.60% 6 79.53% 15 35 11 C I 3 OH OHNORTHEAST 22 14 12.60% 6 79.53% 15 35 11 C I 3 OH OHNORTHEAST 23 13 11.95% 8 77.78% 19 40 13 C I I 3 MI MWEST 23 13 11.95% 8 77.78% 19 40 13 C I I 2 NJ NINORTHERN 22 14 8.65% 18 82.75% 9 41 15 C I I 2 NJ NINORTHERN 22 14 8.65% 18 82.75% 9 41 15 C I I 3 NIN NINORTHERN 22 14 8.65% 18 82.75% 9 41 15 C I I 6 TX TX TXHOUSTON 28 10 8.85% 20 79.41% 16 46 17 C I I 6 TX TX TXHOUSTON 28 10 8.85% 20 79.41% 16 46 17 C I I 6 TX TX TXHOUSTON 28 10 8.85% 20 79.41% 16 46 17 C I I 6 TX TX TXHOUSTON 20 17 12.4% 11 79.49% 18 46 17 C I I 70.60% 14 C I 70.60	С	I	5	GA		31		11.52%	10	84.50%	6		7
C I B CA CASACRAMENTO 37 G 16,74% 2 75,46% 22 30 9	С	I	1	NY	NYMETRO	34	7	9.66%	16	84.92%	5	28	8
C I 3 OH OHNORTHEAST 22 14 1.2,50% 6 78,53% 15 35 11 2 1	С	I	•		NEOMAHA			10.82%					-
1 3 OH OH-COLUMUS 18 20 9.33% 17 8.5.89% 2 39 12	С	I				_							9
0 3 MI	С	I	-										
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C m 6 TX TXFORTWORTH 19 2 11.88% 6 84.91% 12 20 2 C m 2 NJ NJCENTRAL 13 15 12.75% 4 85.99% 9 28 3 C m 2 NJ NJSOUTH 15 8 11.45% 8 82.84% 15 31 5 C m 6 MO MOSTLOUIS 17 3 12.50% 5 77.93% 25 33 6 C m 8 CA CASILICON 15 8 8.67% 19 86.55% 6 33 6 C m 8 NV NVCLARK 16 7 11.85% 7 81.62% 19 33 6 C m 5 MS MSJACKSON 12 17 10.17% 12 89.09% 5 34 9 C	С	m	2	NJ	NJMONMOUTH	17	3	15.45%	2	86.36%	7	12	1
C m 2 NJ NJCENTRAL 22 1 18.64% 1 80.51% 21 23 3 C m 3 KY KYCENTRAL 13 15 12.75% 4 85.98% 9 28 4 C m 2 NJ NJSOUTH 15 8 11.45% 8 82.84% 15 31 5 C m 6 MO MOSTLOUIS 17 3 12.50% 5 77.93% 25 33 6 C m 8 CA CASILICON 15 8 8.67% 19 86.55% 6 33 6 C m 8 NV NVCLARK 16 7 11.85% 7 81.62% 19 33 6 C m 5 MS MSJACKSON 12 17 10.17% 12 89.08% 5 34 9 C	C												2
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c m 8 NV NVCLARK 16 7 11.85% 7 81.62% 19 33 6 c m 5 MS MSJACKSON 12 17 10.17% 12 89.08% 5 34 9 c m 5 NC NCCHARLOTTE 17 3 15.32% 3 75.22% 29 35 10 c m 6 OK OKTULSA 14 10 9.52% 15 85.14% 11 36 11 c m 8 CA CACENTRAL 14 10 10.94% 9 82.44% 18 37 12 c m 3 OH OHNORTHWEST 10 22 9.26% 17 92.38% 1 40 13 c m 3 IL ILDUPAGE 12 17 9.45% 16 85.27% 10 43 15 <th< td=""><td>С</td><td>m</td><td>6</td><td>MO</td><td>MOSTLOUIS</td><td>17</td><td>3</td><td>12.50%</td><td>5</td><td>77.93%</td><td>25</td><td>33</td><td>6</td></th<>	С	m	6	MO	MOSTLOUIS	17	3	12.50%	5	77.93%	25	33	6
C m 5 MS MSJACKSON 12 17 10.17% 12 89.08% 5 34 9 C m 5 NC NCCHARLOTTE 17 3 15.32% 3 75.22% 29 35 10 C m 6 OK OKTULSA 14 10 9.52% 15 85.14% 11 36 11 C m 8 CA CACENTRAL 14 10 10.94% 9 82.44% 18 37 12 C m 3 OH OHNORTHWEST 10 22 9.26% 17 92.38% 1 40 13 C m 8 WA WANORTHWEST 17 3 10.56% 10 76.69% 27 40 13 C m 3 IL ILDUPAGE 12 17 9.45% 16 85.27% 10 43 15	С	m	8	CA	CASILICON	15	8	8.67%	19	86.55%	6	33	6
C m 5 NC NCCHARLOTTE 17 3 15.32% 3 75.22% 29 35 10 C m 6 OK OKTULSA 14 10 9.52% 15 85.14% 11 36 11 C m 8 CA CACENTRAL 14 10 10.94% 9 82.44% 18 37 12 C m 3 OH OHNORTHWEST 10 22 9.26% 17 92.38% 1 40 13 C m 8 WA WANORTHWEST 17 3 10.56% 10 76.69% 27 40 13 C m 3 IL ILDUPAGE 12 17 9.45% 16 85.27% 10 43 15 C m 7 ID ID IDTREASURE 12 17 9.45% 16 85.27% 10 43 15 C m 3 IN INNORTHEAST 10 22 9.62% 14 82.69% 16 52 17 C m 5 FL FLTAMPABAY 14 10 10.22% 11 74.48% 31 52 17 C m 6 OK OKCITY 11 20 8.33% 21 84.44% 13 54 19 C m 6 TX TXAUSTIN 14 10 8.75% 18 75.45% 28 56 20 C m 5 TN TNMIDDLE 11 20 9.65% 13 78.63% 24 57 21 C m 5 FL FLCENTRAL 14 10 8.05% 22 77.19% 26 58 22 C m 3 IL ILCHICAGONE 8 27 4.62% 29 89.60% 4 60 23	С	m	8	NV	NVCLARK	16	7	11.85%	7	81.62%	19	33	6
C M 6 OK OKTULSA 14 10 9.52% 15 85.14% 11 36 11 C M 8 CA CACENTRAL 14 10 10.94% 9 82.44% 18 37 12 C M 3 OH OHNORTHWEST 10 22 9.26% 17 92.38% 1 40 13 C M 8 WA WANORTHWEST 17 3 10.56% 10 76.69% 27 40 13 C M 3 IL ILDUPAGE 12 17 9.45% 16 85.27% 10 43 15 C M 7 ID IDTREASURE 12 17 9.45% 16 85.27% 10 43 15 C M 3 IN INNORTHEAST 10 22 9.62% 14 82.69% 16 52 17	С	m	5	MS	MSJACKSON	12	17	10.17%	12	89.08%	5	34	9
c m 8 CA CACENTRAL 14 10 10.94% 9 82.44% 18 37 12 c m 3 OH OHNORTHWEST 10 22 9.26% 17 92.38% 1 40 13 c m 8 WA WANORTHWEST 17 3 10.56% 10 76.69% 27 40 13 c m 3 IL ILDUPAGE 12 17 9.45% 16 85.27% 10 43 15 c m 7 ID IDTREASURE 12 17 8.51% 20 86.13% 8 45 16 c m 3 IN INNORTHEAST 10 22 9.62% 14 82.69% 16 52 17 c m 5 FL FLAMPABAY 14 10 10.22% 11 74.48% 31 52 17	С	m	5	NC	NCCHARLOTTE	17	3	15.32%	3	75.22%	29	35	10
C M 3 OH OHNORTHWEST 10 22 9.26% 17 92.38% 1 40 13 C M 8 WA WANORTHWEST 17 3 10.56% 10 76.69% 27 40 13 C M 3 IL ILDUPAGE 12 17 9.45% 16 85.27% 10 43 15 C M 7 ID IDTREASURE 12 17 8.51% 20 86.13% 8 45 16 C M 3 IN INNORTHEAST 10 22 9.62% 14 82.69% 16 52 17 C M 5 FL FLTAMPABAY 14 10 10.22% 11 74.48% 31 52 17 C M 6 OK OKCITY 11 20 8.33% 21 84.44% 13 54 19 C M 6 TX TXAUSTIN 14 10 8.75% 18 75.45% 28 56 20 C M 5 FL FLTAMPABAL 11 20 9.65% 13 78.63% 24 57 21 C M 5 FL FLCENTRAL 14 10 8.05% 22 77.19% 26 58 22 C M 3 IL ILCHICAGONE 8 27 4.62% 29 89.60% 4 60 23	С	m	6	OK	OKTULSA	14	10	9.52%	15	85.14%	11	36	11
C M 8 WA WANORTHWEST 17 3 10.56% 10 76.69% 27 40 13 C M 3 IL ILDUPAGE 12 17 9.45% 16 85.27% 10 43 15 C M 7 ID IDTREASURE 12 17 8.51% 20 86.13% 8 45 16 C M 3 IN INNORTHEAST 10 22 9.62% 14 82.69% 16 52 17 C M 5 FL FLTAMPABAY 14 10 10.22% 11 74.48% 31 52 17 C M 6 OK OKCITY 11 20 8.33% 21 84.44% 13 54 19 C M 6 TX TXAUSTIN 14 10 8.75% 18 75.45% 28 56 20	С	m	8	CA	CACENTRAL	14	10	10.94%	9	82.44%	18	37	12
C M 3 IL ILDUPAGE 12 17 9.45% 16 85.27% 10 43 15 C M 7 ID IDTREASURE 12 17 8.51% 20 86.13% 8 45 16 C M 3 IN INNORTHEAST 10 22 9.62% 14 82.69% 16 52 17 C M 5 FL FLAMPABAY 14 10 10.22% 11 74.48% 31 52 17 C M 6 OK OKCITY 11 20 8.33% 21 84.44% 13 54 19 C M 6 TX TXAUSTIN 14 10 8.75% 18 75.45% 28 56 20 C M 5 TN TNMIDDLE 11 20 9.65% 13 78.63% 24 57 21	С	m	3	ОН	OHNORTHWEST	10	22	9.26%	17	92.38%	1	40	13
C M 7 ID IDTREASURE 12 17 8.51% 20 86.13% 8 45 16 C M 3 IN INNORTHEAST 10 22 9.62% 14 82.69% 16 52 17 C M 5 FL FLAMPABAY 14 10 10.22% 11 74.48% 31 52 17 C M 6 OK OKCITY 11 20 8.33% 21 84.44% 13 54 19 C M 6 TX TXAUSTIN 14 10 8.75% 18 75.45% 28 56 20 C M 5 TN TNMIDDLE 11 20 9.65% 13 78.63% 24 57 21 C M 5 FL FLCENTRAL 14 10 8.05% 22 77.19% 26 58 22	С	m	8	WA	WANORTHWEST	17	3	10.56%	10	76.69%	27	40	13
C M 3 IN INNORTHEAST 10 22 9.62% 14 82.69% 16 52 17 C M 5 FL FLTAMPABAY 14 10 10.22% 11 74.48% 31 52 17 C M 6 OK OKCITY 11 20 8.33% 21 84.44% 13 54 19 C M 6 TX TXAUSTIN 14 10 8.75% 18 75.45% 28 56 20 C M 5 TN TNMIDDLE 11 20 9.65% 13 78.63% 24 57 21 C M 5 FL FLCENTRAL 14 10 8.05% 22 77.19% 26 58 22 C M 3 IL ILCHICAGONE 8 27 4.62% 29 89.60% 4 60 23	С	m	3	IL	ILDUPAGE	12	17	9.45%	16	85.27%	10	43	15
c m 5 FL FLTAMPABAY 14 10 10.22% 11 74.48% 31 52 17 c m 6 OK OKCITY 11 20 8.33% 21 84.44% 13 54 19 c m 6 TX TXAUSTIN 14 10 8.75% 18 75.45% 28 56 20 c m 5 TN TNMIDDLE 11 20 9.65% 13 78.63% 24 57 21 c m 5 FL FLCENTRAL 14 10 8.05% 22 77.19% 26 58 22 c m 3 IL ILCHICAGONE 8 27 4.62% 29 89.60% 4 60 23	С	m	7	ID	IDTREASURE	12	17	8.51%	20	86.13%	8	45	16
c m 6 OK OKCITY 11 20 8.33% 21 84.44% 13 54 19 c m 6 TX TXAUSTIN 14 10 8.75% 18 75.45% 28 56 20 c m 5 TN TNMIDDLE 11 20 9.65% 13 78.63% 24 57 21 c m 5 FL FLCENTRAL 14 10 8.05% 22 77.19% 26 58 22 c m 3 IL ILCHICAGONE 8 27 4.62% 29 89.60% 4 60 23	С	m	3	IN	INNORTHEAST	10	22	9.62%	14	82.69%	16	52	17
c m 6 TX TXAUSTIN 14 10 8.75% 18 75.45% 28 56 20 c m 5 TN TNMIDDLE 11 20 9.65% 13 78.63% 24 57 21 c m 5 FL FLCENTRAL 14 10 8.05% 22 77.19% 26 58 22 c m 3 IL ILCHICAGONE 8 27 4.62% 29 89.60% 4 60 23	С	m	5	FL	FLTAMPABAY	14	10	10.22%	11	74.48%	31	52	17
c m 5 TN TNMIDDLE 11 20 9.65% 13 78.63% 24 57 21 c m 5 FL FLCENTRAL 14 10 8.05% 22 77.19% 26 58 22 c m 3 IL ILCHICAGONE 8 27 4.62% 29 89.60% 4 60 23	С	m			OKCITY	11		8.33%					
c m 5 FL FLCENTRAL 14 10 8.05% 22 77.19% 26 58 22 c m 3 IL ILCHICAGONE 8 27 4.62% 29 89.60% 4 60 23	С	m	6		TXAUSTIN	14	10	8.75%	18	75.45%	28		20
c m 3 IL ILCHICAGONE 8 27 4.62% 29 89.60% 4 60 23	С	m	-		TNMIDDLE	11	20	9.65%					
	С	m	5	FL	FLCENTRAL					77.19%	26	58	
c m 4 NE NELINCOLN 6 29 5.41% 28 89.91% 3 60 23	С	m									=		
	С	m	4	NE	NELINCOLN	6	29	5.41%	28	89.91%	3	60	23



					OT HEALTH UNDERWITERS	CONTEST NEW		CONTEST GROWTH		CONTEST RETENTION		GAIN CONTEST	GAIN CONTEST
GAI	IN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
	С	m	5	SC	SCCOLUMBIA	10	22	6.85%	26	82.98%	14	62	25
	С	m	8	OR	ORWILLAMETTE	5	30	4.35%	30	91.30%	2	62	25
	С	m	1	NY	NYGRTRCENTRAL	9	25	7.69%	23	81.20%	20	68	27
	C	m	2	MD	MDBALTIMORE	13	15	7.56%	24	75.00%	30	69	28
	С	m	2	MD	MDWASHINGTON	9	25	7.26%	25	79.37%	22	72	29
			5		NCTRIANGLE	7		6.48%	23 27		17		
	С	m		NC		•	28			82.46%		72	29
	С	m	5	NC	NCTRIAD	5	30	3.70%	31	78.68%	23	84	31
	С	S	7	AZ	AZSOUTHERN	9	12	15.79%	7	89.66%	3	22	1
	С	S	3	MI	MINORTHERN	8	15	15.69%	8	92.16%	2	25	2
	С	s	8	WA	WASPOKANE	11	7	15.94%	6	86.57%	12	25	2
	С	s	5	FL	FLPALMCOAST	12	4	13.95%	11	86.05%	14	29	4
	С	S	2	VA	VANORTHERN	12	4	18.46%	5	84.13%	21	30	5
	C	s	3	IN	INGRNORTHERN	9	12	15.25%	9	85.00%	18	39	6
	С	s	2	VA	VACENTRAL	17	1	19.32%	4	79.35%	35	40	7
	C	S	2	VA	VASOUTHWEST	7	19	12.73%	14	88.68%	9	42	8
	C	s	6		TXCOASTLBND	7	19	10.94%	19	89.23%	6	44	9
	-		-	TX	TXEAST		7						
	С	S	6	TX		11		13.75%	13	83.54%	24	44	9
	С	S	7	CO	CONORTHERN	9	12	15.00%	10	83.33%	25	47	11
	С	S	8	CA	CADESERTCITIES	6	24	11.32%	16	88.89%	7	47	11
	С	S	2	PA	PACENTRAL	15	2	19.74%	2	76.25%	45	49	13
	С	S	3	IL	ILNORTHERN	13	3	19.70%	3	78.13%	43	49	13
	С	S	8	CA	CAVENTURA	11	7	13.92%	12	81.33%	30	49	13
	С	S	3	MI	MISOUTHWEST	7	19	11.29%	17	85.48%	16	52	16
	С	S	2	PA	PAPITTSBURG	10	11	10.64%	20	83.33%	25	56	17
	С	S	1	NY	NYWESTERN	11	7	21.57%	1	63.46%	49	57	18
	С	s	5	SC	SCLOWCOUNTRY	5	32	9.80%	24	97.92%	1	57	18
	С	s	5	FL	FLDADE	6	24	10.53%	21	85.71%	15	60	20
	С	s	2	VA	VAEASTERN	6	24	7.23%	35	89.29%	4	63	21
	С	S	7	ID	IDNORTH	6	24	11.11%	18	83.93%	22	64	22
	С	S	6	TX	TXPANHANDLE	5	32	8.93%	29	89.29%	4	65	23
	С	s	3	OH	OHCINCINN	8	15	10.00%	23	82.05%	29	67	24
	C	S	6	KS	KSKANSASCITY	12	4	12.37%	15	72.16%	48	67	24
	C		5			7	19		30		19	68	26
	-	S		AL NV	ALBIRMINGHAM			8.64%		84.42%			
	С	S	8	NV	NVNORTHERN	8	15	9.52%	25	82.76%	28	68	26
	С	S	5	FL	FLJACKSONVIL	8	15	10.26%	22	79.49%	34	71	28
	С	S	3	ОН	OHWESTRESERVE	5	32	9.26%	26	84.21%	20	78	29
	С	S	5	FL	FLGULFCOAST	6	24	9.23%	28	80.30%	32	84	30
	С	S	8	WA	WASOUTHSOUND	4	40	7.69%	34	87.76%	10	84	30
	С	s	6	LA	LAACADIANA	5	32	8.06%	31	83.61%	23	86	32
	С	S	5	FL	FLBROWARD	6	24	7.23%	35	79.52%	33	92	33
	С	s	8	CA	CANORTHCOAST	6	24	7.89%	33	79.27%	36	93	34
	С	s	3	IL	ILCENTRAL	7	19	7.14%	37	79.00%	38	94	35
	С	S	3	KY	KYLOUISVILLE	4	40	4.21%	44	86.60%	11	95	36
	С	s	5	GA	GACOASTAL	5	32	6.85%	38	83.33%	25	95	36
	С	S	5	SC	SCPIEDMONT	3	42	3.57%	45	88.75%	8	95	36
			5 4		WISEASTERN	5				80.56%			36 39
	С	S	•	WI			32	6.85%	38		31	101	
	С	S	1	NY 	NYNORTHEASTERN	6	24	8.00%	32	75.00%	46	102	40
	С	S	3	IL	ILCHISOUTHLAND	5	32	9.26%	26	76.36%	44	102	40
	С	S	5	NC	NCCOASTAL	2	46	3.33%	46	86.44%	13	105	42
	С	S	6	TX	TXLUBBOCK	1	48	1.89%	48	85.45%	17	113	43
	С	S	6	LA	LABATONROUGE	5	32	5.49%	40	78.26%	42	114	44



			OF HEALTH UNDERWITERS											
				CA'S BENEFITS SPECIAL	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	S	7	CO	COSOUTHERN	3	42	4.92%	42	78.69%	39	123	45		
С	S	7	NM	NMRIOGRANDE	3	42	4.23%	43	78.57%	40	125	46		
С	S	6	AR	ARCENTRAL	3	42	5.17%	41	75.00%	46	129	47		
C	S	5	TN	TNMIDSOUTH	2	46	3.13%	47	78.57%	40	133	48		
С	s	4	WI	WISCENTRAL	1	48	1.59%	49	79.10%	37	134	49		
С	t	6	МО	MOSPRINGFIELD	10	3	20.83%	5	93.62%	7	15	1		
С	t	7	ID 	IDEASTERN	4	10	18.18%	7	100.00%	1	18	2		
С	t	3	IN	INSOUTHWEST	11	1	25.00%	3	86.36%	15	19	3		
С	t	7	ID	IDSOUTHERN	5	8	13.16%	10	100.00%	1	19	3		
С	t	8	WA	WATRICOUNTY	8	4	28.57%	1	85.71%	16	21	5		
С	t	3	IN	INSOUTHCENTRAL	6	7	14.29%	9	93.02%	9	25	6		
С	t	5	GA	GANORTHWEST	5	8	21.74%	4	86.96%	14	26	7		
С	t	7	UT	UTNORTHERN	3	13	6.82%	17	100.00%	1	31	8		
С	t	8	CA	CASANTABARBA	3	13	6.52%	19	93.18%	8	40	9		
С	t	5	TN	TNKNOXVILLE	7	6	15.22%	8	82.98%	28	42	10		
С	t	5	GA	GASOATLANTA	3	13	9.09%	14	85.71%	16	43	11		
С	t	5	NC	NCWESTERN	3	13	6.00%	20	88.46%	10	43	11		
С	t	6	KS	KSWICHITA	8	4	19.51%	6	76.92%	36	46	13		
С	t	6	LA	LAREDRIVER	3	13	7.32%	15	85.00%	20	48	14		
С	t	7	UT	UTSOUTHERN	4	10	26.67%	2	57.14%	42	54	15		
С	t	6	TX	TXHEARTOF	1	25	6.67%	18	87.50%	12	55	16		
С	t	2	PA	PANORTHEAST	2	20	11.76%	11	83.33%	27	58	17		
С	t	2	VA	VAPIEDMONT	1	25	3.70%	33	100.00%	1	59	18		
C	t	4	WI	WIFOXVALLEY	4	10	10.53%	12	67.50%	41	63	19		
С	t	5	FL	FLCAPITAL	2	20	5.88%	21	84.38%	23	64	20		
C	t	5	SC	SCGRANDSTRAND	3	13	10.00%	13	72.73%	39	65	21		
C	t	5	GA	GASOUTH	1	25	3.03%	36	97.06%	5	66	22		
c	, t	7	CO	COFRONTRANGE	3	13	6.98%	16	72.73%	39	68	23		
C	+	3	IL	ILSOUTHERN	1	25	3.03%	36	87.88%	11	72	24		
c	+	4	WI	WINCENTRAL	1	25	3.85%	32	85.71%	16	73	25		
С	t +	5	TN	TNWEST	1	25 25	5.56%	24	84.21%	24	73 73	25 25		
C	ι •	5 5	NC	NCPIEDMONT	2	20	5.71%	23	80.56%	31	73 74	25 27		
-	l 4	2									74 77	28		
С	l .	5	MD	MDEASTERN	2	20	4.35%	29	82.98%	28				
С	T.	-	MS	MSSOUTH	1	25	3.57%	34	85.19%	19	78	29		
С	ī.	6	TX	TXELPASO	1	25	4.17%	30	84.00%	25	80	30		
С	t	3	KY	KYWESTERN	1	25	5.88%	21	76.47%	37	83	31		
С	t	3	IN	INNORTHWEST	1	25	5.26%	26	78.95%	33	84	32		
С	t	6	AR	ARNORTHWEST	1	25	5.00%	28	80.00%	32	85	33		
С	t	6	TX	TXSOUTH	11	1	0.00%	40	0.00%	44	85	33		
С	t	8	CA	CANORTHVALLEY	1	25	2.13%	39	84.78%	21	85	33		
С	t	5	FL	FLSOUTHWEST	2	20	4.08%	31	77.08%	35	86	36		
С	t	5	GA	GANORTHEAST	1	25	3.23%	35	83.87%	26	86	36		
С	t	5	GA	GACSRIVERAREA	1	25	5.56%	24	75.00%	38	87	38		
С	t	6	TX	TXTEXOMA	0	41	0.00%	40	96.55%	6	87	38		
С	t	3	IN	INGRBLOOMING	0	41	0.00%	40	87.50%	12	93	40		
С	t	5	TN	TNCHATTANOOGA	1	25	5.26%	26	38.10%	43	94	41		
C	t	7	CO	COROCKIES	1	25	2.70%	38	77.50%	34	97	42		
C	t	5	GA	GAMIDDLE	0	41	0.00%	40	84.44%	22	103	43		
C	t	6	TX	TXWEST	0	41	0.00%	40	81.82%	30	111	44		
ŭ	•	·	173	1747201	•	• •	0.0070		332,0			• •		



			MERIC	4'S BENEFITS SPECIALIST	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
STATE CH	HAPTERS											
s	I	2	PA Total		74	5	12.56%	2	83.50%	4	11	1
s	I	3	MI Total		114	3	14.16%	1	81.46%	7	11	1
s	I	2	NJ Total		76	4	12.38%	3	82.98%	5	12	3
s	I	3	IL Total		66	7	11.98%	5	83.75%	3	15	4
s	I	8	CA Total		270	1	12.12%	4	78.26%	10	15	4
s	1	3	OH Total		63	8	10.31%	6	84.55%	2	16	6
s	I	6	TX Total		154	2	9.97%	8	82.67%	6	16	6
s	I	5	GA Total		47	10	8.97%	10	84.93%	1	21	8
s	I	1	NY Total		60	9	10.05%	7	81.03%	8	24	9
s	I	5	FL Total		70	6	9.15%	9	79.40%	9	24	9
s	m	2	VA Total		43	2	13.44%	1	86.29%	3	6	1
s	m	3	IN Total		57	1	11.97%	3	83.20%	7	11	2
s	m	7	ID Total		27	7	10.59%	4	88.93%	2	13	3
s	m	8	WA Total		40	3	12.86%	2	81.49%	9	14	4
s	m	4	NE Total		27	7	8.85%	8	88.96%	1	16	5
s	m	8	OR Total		33	6	9.32%	6	81.56%	8	20	6
s	m	6	OK Total		26	9	9.29%	7	84.86%	5	21	7
s	m	7	CO Total		36	4	9.50%	5	78.52%	12	21	7
s	m	5	NC Total		36	4	7.21%	11	80.78%	10	25	9
s	m	7	UT Total		26	9	7.78%	10	83.79%	6	25	9
s	m	5	SC Total		21	15	6.75%	13	85.76%	4	32	11
s	m	5	TN Total		22	13	8.33%	9	76.90%	14	36	12
s	m	2	MD Total		24	12	7.00%	12	77.75%	13	37	13
s	m	7	AZ Total		26	9	6.62%	14	62.56%	15	38	14
S	m	6	LA Total		22	13	5.76%	15	79.29%	11	39	15
s	s	4	MN Total		39	1	16.96%	1	79.48%	8	10	1
s	s	6	MO Total		27	2	14.29%	3	81.31%	6	11	2
s	s	5	MS Total		18	7	11.25%	5	88.82%	1	13	3
s	s	8	NV Total		24	3	10.96%	6	82.06%	5	14	4
s	S	4	IA Total		19	6	9.60%	7	85.71%	2	15	5
s	s	1	MA Total		22	4	13.02%	4	74.71%	10	18	6
s	S	6	KS Total		20	5	14.49%	2	73.72%	11	18	6
s	s	3	KY Total		18	7	8.11%	9	85.59%	3	19	8
s	s	1	CT Total		17	9	9.50%	8	80.23%	7	24	9
s	s	5	AL Total		7	11	6.25%	10	84.26%	4	25	10
s	s	4	WI Total		12	10	5.97%	11	78.37%	9	30	11
s	t	1	ME Total		6	3	15.79%	2	94.74%	1	6	1
s	t	3	WV Total		6	3	31.58%	1	80.00%	4	8	2
s	t	7	NM Total		9	1	10.71%	4	75.00%	7	12	3
s	t	8	HI Total		5	5	8.77%	6	91.38%	2	13	4
s	t	8	AK Total		9	1	10.47%	5	73.86%	8	14	5
s	t	4	SD Total		3	7	14.29%	3	80.00%	5	15	6
s	t	1	NH Total		3	7	3.70%	8	83.13%	3	18	7
S	t	6	AR Total		4	6	4.94%	7	75.90%	6	19	8



			TEAICA'S BEN	PAICA'S BENEFITS SPECIALISE			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
REGIONAL	CONTEST											
у	у	11.3	Totals - Region 3		324	2	12.07%	2	83.27%	2	6	1
у	у	11.2	Totals - Region 2		240	4	12.78%	1	82.74%	3	8	2
у	у	11.8	Totals - Region 8		381	1	11.71%	3	79.30%	7	11	3
у	у	11.4	Totals - Region 4		100	8	10.46%	4	83.42%	1	13	4
у	у	11.6	Totals - Region 6		253	3	9.67%	6	81.65%	5	14	5
у	у	11.5	Totals - Region 5		221	5	8.39%	8	82.00%	4	17	6
у	у	11.1	Totals - Region 1		111	7	10.31%	5	80.17%	6	18	7
у	у	11.7	Totals - Region 7		128	6	8.76%	7	76.69%	8	21	8
у	у	12	Grand Total		1,758	*	10.61%	*	81.18%	*	*	*