

GAIN ONLY REPORT MAY 2018

			AFRICA'S B	ENEFITS 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
LOCAL CH	HAPTERS											
С	1	8	CA	CALOSANGELES	7	2	1.75%	2	83.17%	6	10	1
С	1	1	NY	NYMETRO	5	4	1.43%	4	83.91%	4	12	2
С	1	5	GA	GAATLANTA	12	1	4.46%	1	81.58%	11	13	3
С	1	2	NJ	NJNORTHERN	3	7	1.23%	6	82.14%	8	21	4
С	1	8	CA	CASANDIEGO	3	7	1.27%	5	81.62%	10	22	5
С	1	2	PA	PAPHILADELPH	4	5	1.02%	11	82.97%	7	23	6
С	Ţ	3	MI	MIDETROIT	6	3	1.23%	6	78.59%	15	24	7
С	Ţ	4	NE	NEOMAHA	2	11	0.98%	13	88.66%	1	25	8
С	1	8	CA	CAORANGE	4	5	1.22%	8	80.06%	12	25	8
С	I	3	IN	ININDIANAPOL	3	7	1.64%	3	76.80%	18	28	10
С	I	3	MI	MIWEST	2	11	1.09%	9	82.01%	9	29	11
С	I	6	TX	TXDALLAS	3	7	0.99%	12	79.12%	13	32	12
С	I	3	OH	OHNORTHEAST	1	17	0.56%	17	83.91%	4	38	13
С	I	6	TX	TXSANANTONIO	1	17	0.51%	18	84.46%	3	38	13
С	I	6	TX	TXHOUSTON	2	11	0.65%	16	78.99%	14	41	15
С	I	7	UT	UTSALTLAKE	2	11	0.83%	14	77.24%	16	41	15
С	!	3	ОН	OHCOLUMBUS	0	20	0.00%	20	84.57%	2	42	17
С		8	CA	CAGOLDENGATE	2	11	1.03%	10	50.18%	21	42	17
С	!	7	AZ	AZPHOENIX	2	11	0.75%	15	59.71%	20	46	19
С	!	8	OR	ORPORTLAND	1	17	0.43%	19	77.06%	17	53	20
С	I	8	CA	CASACRAMENTO	0	20	0.00%	20	76.42%	19	59	21
_		2	NI I	NUMONMOUTU	4	2	2.240/	0	00.750/	2	•	4
C	m 	2	NJ	NJMONMOUTH	4	2	3.31%	2	93.75%	2 11	6 17	1 2
C C	m m	2	VA NJ	VACENTRAL NJCENTRAL	3 6	3 1	2.97% 4.88%	3 1	86.52% 81.03%	19	21	3
C	m m	2	NJ	NJSOUTH	2	6	4.88% 1.60%	8	86.67%	19	24	3 1
C	m	5	SC	SCCOLUMBIA	2	6	1.46%	10	87.32%	8	24	4
C	m	3	KY	KYCENTRAL	2	6	1.85%	6	83.17%	16	28	6
C	m	5	TN	TNMIDDLE	2	6	1.80%	7	82.46%	17	30	7
C	m	6	OK	OKTULSA	2	6	1.44%	11	84.46%	14	31	8
C	m	6	MO	MOSTLOUIS	3	3	2.29%	4	77.78%	26	33	9
C	m	6	TX	TXFORTWORTH	2	6	1.31%	12	83.97%	15	33	9
C	m	8	CA	CASILICON	2	6	1.25%	13	82.46%	17	36	11
C	m	8	NV	NVCLARK	2	6	1.55%	9	80.45%	21	36	11
C	m	3	OH	OHNORTHWEST	0	19	0.00%	19	95.33%	1	39	13
C	m	5	MS	MSJACKSON	0	19	0.00%	19	92.37%	3	41	14
C	m	7	CO	CODENVER	3	3	1.90%	5	71.10%	33	41	14
С	m	4	NE	NELINCOLN	0	19	0.00%	19	91.07%	4	42	16
C	m	8	CA	CACENTRAL	1	14	0.79%	16	85.04%	13	43	17
С	m	8	OR	ORWILLAMETTE	0	19	0.00%	19	89.57%	5	43	17
С	m	7	ID	IDTREASURE	0	19	0.00%	19	88.65%	6	44	19
С	m	3	IL	ILCHICAGONE	0	19	0.00%	19	88.37%	7	45	20
С	m	3	IL	ILDUPAGE	0	19	0.00%	19	87.30%	9	47	21
С	m	6	OK	OKCITY	0	19	0.00%	19	85.27%	12	50	22
С	m	1	NY	NYGRTRCENTRAL	1	14	0.94%	14	79.82%	23	51	23
С	m	8	CA	CAINLAND	0	19	0.00%	19	81.01%	20	58	24
С	m	6	LA	LANEWORLEANS	1	14	0.61%	18	77.25%	27	59	25
С	m	6	TX	TXAUSTIN	1	14	0.68%	17	76.58%	28	59	25
С	m	5	FL	FLTAMPABAY	0	19	0.00%	19	79.85%	22	60	27
С	m	5	NC	NCCHARLOTTE	1	14	0.85%	15	74.55%	32	61	28



			MERICA'S BEN	Underwriters	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	m	5	NC	NCTRIAD	0	19	0.00%	19	79.39%	24	62	29
C	m	5	FL	FLCENTRAL	0	19	0.00%	19	78.74%	25	63	30
C	m	2	MD	MDWASHINGTON	0	19	0.00%	19	76.23%	29	67	31
C	m	2	MD	MDBALTIMORE	0	19	0.00%	19	75.74%	30	68	32
С	m	8	WA	WANORTHWEST	0	19	0.00%	19	75.16%	31	69	33
С	s	3	MI	MINORTHERN	3	2	5.17%	3	96.08%	1	6	1
C	S	2	VA	VAEASTERN	3	2	3.33%	4	94.05%	2	8	2
C	S	3	IN	INSOUTHWEST	1	12	1.89%	16	93.48%	3	31	3
С	s	8	NV	NVNORTHERN	2	6	2.50%	8	83.53%	19	33	4
С	s	3	KY	KYLOUISVILLE	2	6	2.20%	11	84.38%	17	34	5
С	S	5	SC	SCLOWCOUNTRY	1	12	1.85%	18	92.16%	4	34	5
С	S	6	TX	TXLUBBOCK	1	12	2.04%	12	86.54%	10	34	5
С	S	5	FL	FLJACKSONVIL	2	6	2.50%	8	82.72%	23	37	8
С	S	6	MO	MOSPRINGFIELD	1	12	1.89%	16	86.27%	11	39	9
С	S	3	OH	OHWESTRESERVE	1	12	1.85%	18	84.91%	15	45	10
С	S	3	IN	INNORTHEAST	3	2	3.06%	6	78.85%	39	47	11
С	S	5	TN	TNMIDSOUTH	3	2	5.36%	2	77.42%	45	49	12
С	S	2	VA	VANORTHERN	1	12	1.45%	23	83.58%	18	53	13
С	S	6	KS	KSKANSASCITY	6	1	6.32%	1	72.16%	51	53	13
С	S	5	FL	FLGULFCOAST	1	12	1.49%	22	83.33%	20	54	15
С	S	4	WI	WISEASTERN	2	6	3.08%	5	77.46%	44	55	16
С	S	6	LA	LABATONROUGE	2	6	2.56%	7	77.78%	43	56	17
С	S	2	PA	PACENTRAL	2	6	2.47%	10	78.05%	42	58	18
С	S	8	WA	WASOUTHSOUND	1	12	2.00%	15	80.77%	31	58	18
С	S	5	NC	NCCOASTAL	0	29	0.00%	28	91.53%	5	62	20
C	S	5	SC	SCPIEDMONT	0	29	0.00%	28	89.41%	6	63	21
C	S	6	TX	TXPANHANDLE	0	29	0.00%	28	89.29%	7	64	22
C	S	2 6	PA	PAPITTSBURG	1	12	1.08%	27	81.91%	26	65 65	23 23
C C	S	6 5	TX FL	TXCOASTLBND FLPALMCOAST	0	29 29	0.00% 0.00%	28 28	88.71% 87.50%	8 9	65 66	23 25
C	S S	5	FL	FLBROWARD	1	12	1.30%	26	80.95%	30	68	26
C	s	7	AZ	AZSOUTHERN	0	29	0.00%	28	85.71%	12	69	20 27
C	s	8	WA	WASPOKANE	0	29	0.00%	28	85.51%	13	70	28
C	S	2	VA	VASOUTHWEST	0	29	0.00%	28	85.19%	14	70 71	29
C	s	3	IL.	ILCHISOUTHLAND	1	12	2.04%	12	77.36%	47	71	29
C	s s	ა 8	CA	CANORTHCOAST	1	12	1.41%	25	80.26%	34	71	29 29
C	s s	6	AR	ARCENTRAL	1	12	2.04%	12	76.27%	48	72	32
C	s	3	MI	MISOUTHWEST	1	12	1.64%	21	78.69%	40	73	33
C	S	5	FL	FLDADE	0	29	0.00%	28	84.48%	16	73 73	33
C	s	1	NY	NYNORTHEASTERN	1	12	1.45%	23	78.38%	41	76	35
C	s	5	AL	ALBIRMINGHAM	0	29	0.00%	28	83.13%	21	78	36
C	s	7	CO	CONORTHERN	0	29	0.00%	28	82.76%	22	79	37
C	s	3	IL	ILNORTHERN	0	29	0.00%	28	82.35%	24	81	38
C	S	4	WI	WISCENTRAL	1	12	1.79%	20	76.19%	49	81	38
C	S	8	CA	CAVENTURA	0	29	0.00%	28	82.05%	25	82	40
С	s	5	NC	NCTRIANGLE	0	29	0.00%	28	81.65%	27	84	41
С	s	7	ID	IDNORTH	0	29	0.00%	28	81.48%	28	85	42
С	s	8	CA	CADESERTCITIES	0	29	0.00%	28	81.13%	29	86	43
С	s	3	IN	INGRNORTHERN	0	29	0.00%	28	80.65%	32	89	44
С	s	7	CO	COSOUTHERN	0	29	0.00%	28	80.33%	33	90	45
С	S	3	OH	OHCINCINN	0	29	0.00%	28	80.26%	34	91	46
С	S	3	IL	ILCHICAGODOWN	1	12	0.00%	28	0.00%	52	92	47
С	S	6	LA	LAACADIANA	0	29	0.00%	28	80.00%	36	93	48
С	S	5	GA	GACOASTAL	0	29	0.00%	28	79.73%	37	94	49
С	s	6	TX	TXEAST	0	29	0.00%	28	79.49%	38	95	50
С	s	3	IL	ILCENTRAL	0	29	0.00%	28	77.42%	45	102	51
С	S	7	NM	NMRIOGRANDE	0	29	0.00%	28	73.91%	50	107	52
С	t	5	TN	TNKNOXVILLE	4	1	8.51%	1	89.36%	9	11	1



			PALERICA'S BENEF	TS 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
С	t	2	VA	VAPIEDMONT	1	4	3.70%	10	96.15%	1	15	2
C	t	5	GA	GASOUTH	1	4	3.33%	11	87.88%	12	27	3
C	t	7	CO	COROCKIES	2	2	5.88%	6	86.11%	19	27	3
C	t	7	UT	UTNORTHERN	1	4	2.17%	16	90.91%	7	27	3
C	t	3	KY	KYWESTERN	1	4	6.67%	3	82.35%	23	30	6
C	t	5	GA	GACSRIVERAREA	1	4	6.67%	3	82.35%	23	30	6
C	t	5	TN	TNCHATTANOOGA	1	4	4.35%	8	84.21%	20	32	8
С	t	5	GA	GANORTHWEST	2	2	8.00%	2	77.27%	30	34	9
С	t	7	ID	IDEASTERN	1	4	4.17%	9	82.61%	22	35	10
С	t	7	ID	IDSOUTHERN	0	17	0.00%	17	94.74%	2	36	11
С	t	6	TX	TXTEXOMA	0	17	0.00%	17	93.10%	3	37	12
С	t	3	IN	INSOUTHCENTRAL	0	17	0.00%	17	93.02%	4	38	13
С	t	5	FL	FLCAPITAL	1	4	2.86%	13	82.86%	21	38	13
С	t	4	WI	WINCENTRAL	0	17	0.00%	17	92.31%	5	39	15
С	t	5	MS	MSNORTHEAST	0	17	0.00%	17	92.31%	5	39	15
С	t	6	LA	LAREDRIVER	0	17	0.00%	17	90.70%	8	42	17
С	t	2	MD	MDEASTERN	1	4	2.50%	15	82.22%	25	44	18
С	t	2	PA	PANORTHEAST	0	17	0.00%	17	88.24%	10	44	18
С	t	5	TN	TNWEST	0	17	0.00%	17	88.24%	10	44	18
С	t	6	AR	ARNORTHWEST	1	4	6.25%	5	75.00%	36	45	21
С	t	5	NC	NCWESTERN	0	17	0.00%	17	87.76%	13	47	22
С	t	3	IL	ILSOUTHERN	0	17	0.00%	17	87.50%	14	48	23
С	t	3	IN	INGRBLOOMING	0	17	0.00%	17	87.50%	14	48	23
С	t	8	CA	CASANTABARBA	0	17	0.00%	17	87.23%	16	50	25
С	t	5	GA	GANORTHEAST	0	17	0.00%	17	87.10%	17	51	26
С	t	3	IN	INNORTHWEST	1	4	5.56%	7	70.00%	41	52	27
С	t	6	TX	TXSOUTH	1	4	2.63%	14	75.76%	34	52	27
С	t	6	TX	TXWEST	0	17	0.00%	17	86.96%	18	52	27
С	t	4	WI	WIFOXVALLEY	1	4	3.03%	12	71.79%	38	54	30
С	t	5	MS	MSSOUTH	0	17	0.00%	17	81.48%	26	60	31
C	t	5	GA	GASOATLANTA	0	17	0.00%	17	81.25%	27	61	32
С	τ	8	CA	CANORTHVALLEY	0	17	0.00%	17	80.85%	28	62	33
C	τ	5	GA	GAMIDDLE	0	17	0.00%	17	80.43%	29	63	34
C	Ĭ.	5 6	FL	FLSOUTHWEST	0	17	0.00%	17	76.60%	31	65	35
С	t +	8	TX WA	TXELPASO	0	17 17	0.00%	17 17	76.00%	32 33	66 67	36 37
С	ι +	6		WATRICOUNTY KSWICHITA	0	17	0.00% 0.00%	17	75.86% 75.61%	35	69	38
C C	ι +	1	KS NY	NYWESTERN	0	17	0.00%	17	72.00%	35 37	71	39
C	t +	5	NC	NCPIEDMONT	0	17	0.00%	17	70.59%	39	73	40
C	t +	5	SC	SCGRANDSTRAND	0	17	0.00%	17	70.37%	40	73 74	41
C	t	7	CO	COFRONTRANGE	0	17	0.00%	17	69.05%	42	76	42
C	+	7	NM	NMNORTHERN	0	17	0.00%	17	61.54%	43	77	43
C	t	7	UT	UTSOUTHERN	0	17	0.00%	17	56.25%	44	78	44
C	t	1	NY	NYNIAGARA	ő	17	0.00%	17	0.00%	45	79	45
	•	•	141	NING/IGA	· ·	• •	0.0070	.,	0.0070	10	70	10
STATE CH	HAPTERS	•	NITTOTAL		45	•	0.450/	•	0F 049/	•	7	4
s s	!	2 5	NJ Total GA Total		15 16	3 2	2.45% 3.15%	2 1	85.04% 81.77%	2 4	7 7	1
-	:	2			16	6				5		3
s s	i I	3	PA Total MI Total		7 12	4	1.16% 1.52%	5 3	81.63% 80.53%	9	16 16	3
s	i	3 8	CA Total		20	1	0.94%	3 6	77.53%	9 10	17	5 5
s	! !	1	NY Total		20 7	6	0.94% 1.19%	4	81.29%	8	18	6
s	i	6	TX Total		11	5	0.74%	7	81.49%	° 7	19	7
S	i	3	OH Total		2	9	0.74%	10	85.79%	1	20	8
s	i	3	IL Total		2	9	0.36%	9	84.19%	3	21	9
s	i	5	FL Total		5	8	0.66%	8	81.53%	6	22	10
_	•	-				-						
s	m	2	VA Total		8	2	2.31%	2	88.51%	2	6	1



			AFAICA'S BENEFITS SPECIAL	<i>S</i> .	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
s	m	5	TN Total		10	1	3.91%	1	83.21%	6	8	2
s	m	3	IN Total		8	2	1.67%	3	80.82%	8	13	3
s	m	5	SC Total		3	5	1.01%	5	87.21%	4	14	4
s	m	4	NE Total		2	8	0.63%	9	89.54%	1	18	5
s	m	6	OK Total		2	8	0.74%	8	84.89%	5	21	6
s	m	6	LA Total		3	5	0.89%	7	79.32%	10	22	7_
s	m	7	CO Total		5	4	1.47%	4	75.68%	14	22	7
s	m 	7 7	UT Total		3	5	0.99%	6	78.12%	12 3	23	9 10
s	m m	<i>7</i> 8	ID Total		1	11 11	0.38%	11 14	87.50% 81.21%	3 7	25 32	10 11
s	m m	6 7	OR Total		2	8	0.29%	10		, 15	33	12
S S	m m	5	AZ Total NC Total		4	0 11	0.61% 0.22%	15	63.48% 80.49%	9	35	13
S	m	8	WA Total		1	11	0.22%	13	78.57%	11	35 35	13
s	m	2	MD Total		1	11	0.32%	12	76.85%	13	36	15
3	***	_	IVID TOTAL		· '		0.33 /6	12	70.0376	13	30	13
s	s	3	KY Total		5	3	2.26%	3	83.78%	2	8	1
s	s	6	MO Total		7	1	3.66%	2	80.00%	8	11	2
s	s	6	KS Total		6	2	4.35%	1	73.19%	11	14	3
s	s	8	NV Total		4	4	1.91%	5	81.65%	6	15	4
s	s	4	WI Total		4	4	2.20%	4	77.50%	9	17	5
s	s	4	IA Total		1	6	0.51%	8	82.65%	4	18	6
s	S	5	MS Total		0	9	0.00%	9	90.57%	1	19	7
s	s	1	CT Total		1	6	0.60%	7	81.36%	7	20	8
s	s	5	AL Total		0	9	0.00%	9	83.33%	3	21	9
s	s	1	MA Total		1	6	0.63%	6	76.74%	10	22	10
s	S	4	MN Total		0	9	0.00%	9	81.86%	5	23	11
s	t	1	ME Total		0	3	0.00%	3	89.74%	1	7	1
s	t	8	HI Total		0	3	0.00%	3	87.72%	2	8	2
s	t	6	AR Total		2	1	2.99%	1	75.61%	7	9	3
s	t	7	MT Total		0	3	0.00%	3	84.62%	3	9	3
s	t	3	WV Total		0	3	0.00%	3	81.82%	4	10	5
s	t	8	AK Total		0	3	0.00%	3	78.57%	5	11	6
s	t	1	NH Total		1	2	1.47%	2	74.36%	8	12	7
s	t	4	SD Total		0	3	0.00%	3	77.27%	6	12	7
s	t	7	NM Total		0	3	0.00%	3	72.29%	9	15	9
REGIONAL	CONTEST											
у	у	11.2	Totals - Region 2		33	2	1.74%	1	83.08%	2	5	1
y	y	11.5	Totals - Region 5		35	1	1.37%	2	82.84%	3	6	2
y V	V	11.6	Totals - Region 6		31	3	1.24%	3	80.80%	5	11	3
У	У	11.3	Totals - Region 3		29	4	1.08%	4	82.79%	4	12	4
y V	y Y	11.4	Totals - Region 4		7	8	0.73%	8	83.37%	1	17	5
•	•		Totals Pagis 4			_				-		6
У	У	11.1	Totals - Region 1		10	7	0.97%	5	80.22%	6	18	6
у	У	11.8	Totals - Region 8		26	5	0.83%	7	78.51%	7	19	7

National Association
of Health Underwriters

			COICA'S BENEFITS SPECIALLY			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
у	у	11.7	Totals - Region 7	7		12	6	0.90%	6	74.90%	8	20	8
у	у	12	Grand Total			183	*	1.14%	*	80.85%	*	*	*



Region

GAIN Sort

L/S/M/T

CONTEST CONTEST CONTEST GAIN GAIN NEW GROWTH RETENTION CONTEST CONTEST

State Chapters MEMBERS Rank RATE Rank RATE Rank POINTS RANK



CONTEST NEW CONTEST GROWTH CONTEST RETENTION GAIN CONTEST GAIN CONTEST

State Chapters Region GAIN Sort L/S/M/T MEMBERS Rank RATE Rank RATE Rank POINTS RANK