

GAIN ONLY REPORT JULY 2019

		ERIC,	A'S BENEFITS SPECIALIS		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 CI	HAPTERS	_										
С	1	2	PA	PAPHILADELPH	23	1	5.91%	2	80.67%	4	7	1
С	I	2	NJ	NJNORTHERN	10	8	4.44%	4	83.47%	2	14	2
C	ĺ	5	GA	GAATLANTA	18	2	7.00%	1	74.55%	14	17	3
C	ĺ	3	IN	ININDIANAPOL	7	12	3.93%	6	84.48%	1	19	4
C	i	7	ÜT	UTSALTLAKE	14	4	5.53%	3	75.10%	12	19	4
C	i	8	CA	CALOSANGELES	14	4	3.81%	7	75.77%	11	22	6
C	i	1	NY	NYMETRO	13	6	3.72%	10	79.77%	7	23	7
C	ĺ	3	MI	MIDETROIT	18	2	3.64%	11	79.00%	10	23	7
C	1	6	TX	TXDALLAS	12	7	3.74%	8	79.53%	9	24	9
C	i	6	TX	TXSANANTONIO	7	12	3.74%	8	80.42%	5	25	10
C	i	8	OR	ORPORTLAND	7	12	3.26%	13	79.64%	8	33	11
C	i	7	AZ	AZPHOENIX	8	11	4.00%	5	57.14%	18	34	12
C	i	4	NE	NEOMAHA	6	15	3.17%	14	80.40%	6	35	13
C	i	6	TX	TXHOUSTON	10	8	3.40%	12	74.25%	15	35	13
C	i	3	OH	OHCOLUMBUS	4	17	1.97%	18	81.25%	3	38	15
C	i	8	CA	CAORANGE	9	10	2.62%	15	74.92%	13	38	15
C	i	8	CA	CASANDIEGO	5	16	2.36%	16	71.18%	17	49	17
C	i i	8	CA	CASACRAMENTO	4	17	2.05%	17	71.36%	16	50	18
Ü		Ü	OA .	CASACITAMENTO	7	17	2.0370	.,	71.5070	10	50	10
С	m	3	KY	KYCENTRAL	7	3	6.48%	3	84.07%	8	14	1
С	m	5	FL	FLTAMPABAY	13	1	10.92%	1	79.37%	15	17	2
С	m	3	ОН	OHNORTHWEST	6	9	5.22%	6	84.82%	5	20	3
С	m	7	ID	IDTREASURE	7	3	5.19%	8	80.00%	14	25	4
С	m	4	NE	NELINCOLN	5	13	4.63%	11	88.18%	2	26	5
С	m	8	CA	CASILICON	5	13	3.42%	17	85.35%	4	34	6
С	m	5	TN	TNMIDDLE	6	9	5.31%	5	78.18%	21	35	7
С	m	7	CO	CODENVER	11	2	8.09%	2	72.48%	31	35	7
С	m	3	IL	ILCENTRAL	5	13	4.72%	10	81.82%	13	36	9
С	m	2	NJ	NJSOUTH	7	3	6.25%	4	73.50%	30	37	10
С	m	3	MI	MIWEST	7	3	4.12%	13	77.90%	22	38	11
С	m	6	TX	TXAUSTIN	6	9	4.00%	15	79.33%	18	42	12
С	m	8	CA	CACENTRAL	6	9	5.22%	6	76.00%	27	42	12
С	m	6	TX	TXFORTWORTH	7	3	4.83%	9	71.81%	32	44	14
С	m	8	CA	CAGOLDENGATE	7	3	4.29%	12	69.39%	33	48	15
С	m	8	OR	ORWILLAMETTE	3	24	2.78%	22	86.92%	3	49	16
С	m	8	WA	WANORTHWEST	4	19	2.55%	23	84.77%	7	49	16
С	m	6	MO	MOSTLOUIS	5	13	4.07%	14	77.60%	23	50	18
С	m	6	OK	OKCITY	4	19	3.23%	19	82.44%	12	50	18
С	m	2	NJ	NJCENTRAL	4	19	3.42%	17	79.37%	15	51	20
С	m	2	MD	MDBALTIMORE	5	13	3.85%	16	76.19%	26	55	21
С	m	5	NC	NCTRIAD	2	26	1.98%	26	84.82%	5	57	22
С	m	5	FL	FLCENTRAL	5	13	3.16%	21	77.36%	24	58	23
С	m	5	SC	SCCOLUMBIA	3	24	2.17%	25	83.58%	9	58	23
С	m	3	OH	OHNORTHEAST	4	19	2.50%	24	78.53%	19	62	25
С	m	5	MS	MSJACKSON	1	31	0.87%	31	88.39%	1	63	26
С	m	2	NJ	NJMONMOUTH	4	19	3.17%	20	77.12%	25	64	27
С	m	6	OK	OKTULSA	2	26	1.54%	29	82.61%	11	66	28
С	m	8	NV	NVCLARK	2	26	1.55%	28	79.37%	15	69	29
С	m	3	IL	ILCHICAGONE	1	31	0.58%	32	82.98%	10	73	30
С	m	3	IL	ILDUPAGE	2	26	1.72%	27	78.33%	20	73	30



					NEW		GROWTH		RETENTION		CONTEST	CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
С	m	6	LA	LANEWORLEANS	2	26	1.44%	30	75.80%	28	84	32
С	m	8	CA	CAINLAND	0	33	0.00%	33	74.23%	29	95	33
С	s	6	LA	LAACADIANA	9	3	15.79%	1	92.59%	1	5	1
С	S	2	PA	PACENTRAL	10	1	12.20%	3	83.12%	10	14	2
С	S	3	KY	KYLOUISVILLE	6	6	6.59%	8	86.02%	4	18	3
С	S	5	GA	GACOASTAL	6	6	8.57%	6	82.26%	13	25	4
С	S	3	IN	INNORTHEAST	6	6	6.25%	10	81.82%	14	30	5
С	S	2	VA	VACENTRAL	7	4	7.22%	7	80.95%	20	31	6
С	S	8	WA	WASPOKANE	3	13	3.90%	16	84.93%	7	36	7
С	S	3	OH	OHCINCINN	6	6	9.23%	5	78.08%	26	37	8
С	S	3	IL	ILCHICAGODOWN	7	4	9.46%	4	73.97%	31	39	9
С	s	5	FL	FLBROWARD	10	1	13.51%	2	70.83%	37	40	10
С	s	2	MD	MDWASHINGTON	4	10	4.04%	15	81.73%	16	41	11
С	S	5	SC	SCLOWCOUNTRY	3	13	5.56%	11	81.48%	17	41	11
С	s	8	CA	CAVENTURA	3	13	4.11%	14	81.33%	18	45	13
С	s	6	LA	LABATONROUGE	3	13	3.70%	19	81.82%	14	46	14
С	s	7	AZ	AZSOUTHERN	2	20	3.28%	23	89.47%	3	46	14
С	s	8	CA	CANORTHCOAST	2	20	3.33%	22	85.94%	5	47	16
С	S	7	CO	COSOUTHERN	2	20	3.64%	20	84.62%	8	48	17
С	S	5	FL	FLGULFCOAST	2	20	2.94%	25	85.94%	5	50	18
С	S	2	VA	VANORTHERN	4	10	6.45%	9	73.85%	32	51	19
С	S	3	IN	INGRNORTHERN	3	13	5.26%	12	77.97%	27	52	20
C	S	1	NY	NYNORTHEASTERN	2	20	2.99%	24	83.08%	11	55	21
C	S	5	AL	ALBIRMINGHAM	3	13	3.90%	16	77.63%	28	57	22
C	S	5	FL	FLJACKSONVIL	4	10	4.76%	13	72.15%	35	58	23
C	S	5	SC	SCPIEDMONT	2	20	2.60%	27	81.25%	19	66	24
C	S	7	CO	CONORTHERN	2	20	3.85%	18	76.36%	29	67	25
C	s	2	PA	PAPITTSBURG	3	13	3.57%	21	69.77%	38	72	26
C	s	8	NV	NVNORTHERN	1	30	1.27%	33	82.50%	12	75	27
C	s	8	WA	WASOUTHSOUND	0	37	0.00%	37	90.70%	2	76	28
C	s	3	IN .	INSOUTHWEST	1	30	2.00%	30	80.77%	21	81	29
C	S	1	NY	NYGRTRCENTRAL	2	20	2.25%	28	72.28%	34	82	30
C	S	2	VA	VAEASTERN	2	20	2.70%	26	71.91%	36	82	30
C	S	6	KS	KSKANSASCITY	2	20	2.22%	29	73.12%	33	82	30
C	S	6	TX	TXCOASTLBND	0	37	0.00%	37	84.38%	9	83	33
C	S	7	NM	NMRIOGRANDE	1	30	1.75%	31	80.70%	22	83	33
C	S	3	MI	MINORTHERN	1	30	1.59%	32	79.66%	25	87	35 35
C	S	5 5	NC	NCTRIANGLE	1	30	1.04%	35	80.61%	23	88	36
C	S	5	FL	FLPALMCOAST	1	30	1.04%	35	76.09%	30	95	37
C	s	6	TX	TXEAST	0	37	0.00%	37	80.56%	24	98 98	38
C	s	5	NC	NCCHARLOTTE	1	30	1.06%	34	65.45%	39	103	39
C	s	3		MISOUTHWEST	0	37		37	65.00%	40	114	40
C	5	3	MI	MISOUTHWEST	U	31	0.00%	31	65.00%	40	114	40
С	t	6	TX	TXSOUTH	13	1	33.33%	1	89.19%	9	11	1
С	t	7	NM	NMNORTHERN	2	8	14.29%	4	93.33%	6	18	2
С	t	7	ID	IDEASTERN	4	3	14.81%	3	86.96%	14	20	3
С	t	7	ID	IDNORTH	4	3	8.33%	8	85.71%	19	30	4
С	t	3	IN	INGRBLOOMING	1	13	5.56%	11	88.24%	11	35	5
С	t	8	WA	WATRICOUNTY	4	3	11.43%	6	82.35%	29	38	6
С	t	5	GA	GASOUTH	1	13	3.03%	23	93.55%	5	41	7
С	t	5	NC	NCWESTERN	2	8	4.26%	18	86.67%	15	41	7
С	t	7	ID	IDSOUTHERN	1	13	2.56%	26	94.74%	3	42	9
С	t	5	FL	FLSOUTHWEST	4	3	10.26%	7	80.95%	34	44	10

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GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
С	t	6	KS	KSWICHITA	5	2	13.89%	5	79.49%	37	44	10
С	t	5	TN	TNCHATTANOOGA	1	13	4.76%	13	85.71%	19	45	12
С	t	5	FL	FLCAPITAL	1	13	2.86%	24	87.88%	12	49	13
С	t	6	TX	TXELPASO	1	13	4.17%	19	86.36%	17	49	13
С	t	2	PA	PANORTHEAST	1	13	5.88%	10	82.35%	29	52	15
С	t .	7	UT	UTNORTHERN	1	13	2.17%	30	88.89%	10	53	16
С	t	6 5	MO	MOCENTRAL	4	3	16.00%	2	0.00%	54	59	17
C	T.	5 7	GA	GANORTHWEST	1 2	13 8	3.85%	21 9	84.00% 75.00%	26 43	60 60	18 18
c c	l t	1	CO NY	COFRONTRANGE NYNIAGARA	1	o 13	6.25% 4.76%	13	78.95%	43 38	64	20
C	t t	6	TX	TXLUBBOCK	1	13	2.22%	29	85.42%	22	64	20
C	t	6	AR	ARNORTHWEST	0	32	0.00%	32	100.00%	1	65	22
C	t	2	MD	MDEASTERN	0	32	0.00%	32	95.12%	2	66	23
C	t	5	GA	GASOATLANTA	1	13	2.63%	25	83.87%	28	66	23
C	t	5	MS	MSNORTHEAST	0	32	0.00%	32	93.75%	4	68	25
C	t	5	NC	NCPIEDMONT	1	13	4.55%	15	76.00%	41	69	26
С	t	6	LA	LAREDRIVER	0	32	0.00%	32	92.86%	7	71	27
С	t	2	VA	VASOUTHWEST	2	8	4.17%	19	74.55%	45	72	28
С	t	3	IL	ILCHISOUTHLAND	2	8	5.56%	11	61.70%	53	72	28
С	t	8	CA	CANORTHVALLEY	0	32	0.00%	32	90.24%	8	72	28
С	t	3	IN	INSOUTHCENTRAL	0	32	0.00%	32	87.23%	13	77	31
С	t	2	VA	VAPIEDMONT	1	13	4.55%	15	65.38%	51	79	32
С	t	5	TN	TNWEST	0	32	0.00%	32	86.67%	15	79	32
С	t .	1	NY	NYWESTERN	1	13	2.44%	27	78.05%	40	80	34
С	t	6	MO	MOSPRINGFIELD	1	13	2.13%	31	80.85%	36	80	34
C	t	5	GA	GANORTHEAST	1	13	3.45%	22	72.41%	46	81	36
C	l 4	5 8	SC	SCGRANDSTRAND	1	13	4.35%	17	64.00%	52	82	37
C C	l t	8 5	CA GA	CASANTABARBA GACSRIVERAREA	0 0	32 32	0.00%	32 32	86.05% 85.71%	18 19	82 83	37 39
C	l f	5 5	GA GA	GACSRIVERAREA	0	32	0.00% 0.00%	32	85.29%	23	87	40
C	t †	6	TX	TXPANHANDLE	0	32	0.00%	32	84.62%	24	88	41
С	t	3	OH	OHWESTRESERVE	0	32	0.00%	32	84.31%	25	89	42
C	t	5	NC	NCCOASTAL	0	32	0.00%	32	83.93%	27	91	43
C	t	5	TN	TNKNOXVILLE	1	13	2.27%	28	65.91%	50	91	43
C	t	3	IN	INNORTHWEST	0	32	0.00%	32	82.35%	29	93	45
C	t	6	TX	TXTEXOMA	0	32	0.00%	32	81.48%	32	96	46
С	t	8	CA	CADESERTCITIES	0	32	0.00%	32	81.25%	33	97	47
С	t	6	TX	TXWEST	0	32	0.00%	32	80.95%	34	98	48
С	t	7	CO	COROCKIES	0	32	0.00%	32	78.79%	39	103	49
С	t	6	AR	ARCENTRAL	0	32	0.00%	32	75.51%	42	106	50
С	t	5	TN	TNMIDSOUTH	0	32	0.00%	32	74.58%	44	108	51
С	t	5	MS	MSSOUTH	0	32	0.00%	32	69.23%	47	111	52
С	t	3	KY	KYWESTERN	0	32	0.00%	32	66.67%	48	112	53
С	t	5	FL	FLDADE	0	32	0.00%	32	66.04%	49	113	54
STATE CH	IAPTERS											
s	Į.	2	PA Total		37	4	6.29%	1_	79.35%	4	9	1
s	I	6	TX Total		57	1	3.94%	5	78.99%	5	11	2
s	<u>l</u>	2	NJ Total		25	7	4.31%	4	79.40%	3	14	3
s	!	5	GA Total		28	5	5.58%	2	78.64%	7	14	3
s	!	3	OH Total		20	8	3.38%	6	80.99%	1	15	5
S	!	5	FL Total		40	3	5.52%	3	77.01%	9	15	5
s	ļ	3	IL Total		17	10	3.37%	7	79.63%	2	19	<i>'</i>
s	:	8	CA Total		55 40	2 9	2.81%	10	75.85%	10 6	22 23	ð o
s	!	1 3	NY Total		19 26		3.35%	8	78.72%	8		9
s	'	3	MI Total		26	6	3.34%	9	77.72%	0	23	9
s	m	3	IN Total		18	1	3.90%	5	83.01%	3	9	1



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GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
s	m	6	LA Total		14	5	4.36%	4	82.12%	5	14	2
s	m	7	CO Total		17	2	5.59%	1	76.01%	11	14	2
s	m	4	NE Total		11	6	3.70%	7	83.17%	2	15	4
S	m	8	WA Total		11	6	3.41%	8	85.43%	1	15	4
S	m	2	VA Total		16	3	5.25%	2	75.15%	12	17	6
S	m	7	UT Total		15	4	5.00%	3	77.32%	10	17	6
S	m	8	OR Total		10	8	3.10%	10	82.01%	6	24	8
S	m	2	MD Total		9	10	3.33%	9	80.89%	7	26	9
S	m	7	AZ Total		10	8	3.82%	6	62.96%	13	27	10
S	m	5	SC Total		9	10	3.08%	11	80.89%	7	28	11
S	m	6	OK Total		6	13	2.34%	12	82.66%	4	29	12
s	m	5	NC Total		7	12	1.71%	13	78.70%	9	34	13
s	s	7	ID Total		16	1	6.43%	2	84.00%	3	6	1
s	S	3	KY Total		13	2	6.02%	3	83.77%	4	9	2
s	s	1	CT Total		10	3	6.62%	1	80.25%	7	11	3
S	S	6	MO Total		10	3	5.08%	6	79.27%	8	17	4
S	S	4	IA Total		7	6	3.63%	7	81.44%	5	18	5
S	S	6	KS Total		7	6	5.56%	5	75.00%	10	21	6
S	S	5	TN Total		8	5	3.28%	8	76.59%	9	22	7
S	S	5	AL Total		6	8	5.77%	4	74.76%	11	23	8
S	S	4	WI Total		2	12	1.36%	12	88.76%	1	25	9
S	S	5	MS Total		1	13	0.65%	13	85.81%	2	28	10
S	S	8	NV Total		3	11	1.44%	11	80.58%	6	28	10
S	s	4	MN Total		6	8	3.23%	9	72.00%	13	30	12
s	s	1	MA Total		4	10	2.94%	10	74.15%	12	32	13
s	t	7	NM Total		3	1	4.17%	2	83.56%	1	4	1
s	t	1	ME Total		3	1	9.09%	1	72.97%	10	12	2
S	t	6	AR Total		Ō	5	0.00%	5	82.86%	2	12	2
s	t	1	NH Total		1	4	1.67%	4	81.25%	5	13	4
s	t	8	HI Total		0	5	0.00%	5	82.14%	3	13	4
s	t	2	DE Total		0	5	0.00%	5	81.82%	4	14	6
s	t	8	AK Total		2	3	3.17%	3	75.34%	9	15	7
s	t	3	WV Total		0	5	0.00%	5	80.00%	6	16	8
S	t	7	MT Total		0	5	0.00%	5	80.00%	6	16	8
s	t	4	SD Total		0	5	0.00%	5	79.17%	8	18	10
REGIONAL	CONTEST											
V	V	11.5	Totals - Region 5		99	1	4.08%	3	78.52%	5	9	1
, V	, V	11.6			94	2		4	79.74%	3	9	1
y	y		Totals - Region 6			4	3.89%		78.89%		-	2
у	у	11.2	Totals - Region 2		87	-	4.85%	2		4	10	3
у	у	11.3	Totals - Region 3		94	2	3.66%	6	80.33%	2	10	3
у	У	11.7	Totals - Region 7		61	6	5.05%	1	75.08%	8	15	5

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GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
у	у	11.4	Totals - Region 4		26	8	3.07%	7	81.00%	1	16	6
у	у	11.1	Totals - Region 1		37	7	3.87%	5	78.18%	6	18	7
у	у	11.8	Totals - Region 8		81	5	2.77%	8	77.90%	7	20	8
у	У	12	Grand Total		579	*	3.82%	*	78.78%	*	*	*