

		MARICA'S BI	th 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
LOCAL CI	HAPTERS											
С	1	2	PA	PAPHILADELPH	30	1	7.71%	2	80.46%	5	8	1
С	1	1	NY	NYMETRO	20	4	5.73%	6	79.89%	6	16	2
С	i	5	GA	GAATLANTA	23	2	8.95%	ĭ	72.56%	15	18	3
С	i	2	NJ	NJNORTHERN	12	9	5.33%	9	85.90%	1	19	4
C	i	6	TX	TXDALLAS	18	5	5.61%	7	79.40%	9	21	5
C	i	3	MI	MIDETROIT	22	3	4.44%	11	79.42%	8	22	6
C	<u> </u>	7	UT	UTSALTLAKE	16	7	6.32%	3	75.72%	12	22	6
-	1	6				6		5 5		13	24	8
C	!	-	TX	TXHOUSTON	17		5.78%		75.67%			-
С	ļ	3	IN	ININDIANAPOL	9	13	5.06%	10	85.00%	2	25	9
С	!	8	OR	ORPORTLAND	12	9	5.58%	8	78.54%	10	27	10
С	!	7	AZ	AZPHOENIX	12	9	6.00%	4	56.92%	18	31	11
С	Į	4	NE	NEOMAHA	8	14	4.23%	14	80.69%	4	32	12
С	I	8	CA	CALOSANGELES	16	7	4.36%	12	75.45%	14	33	13
С	I	3	OH	OHCOLUMBUS	7	16	3.45%	15	80.71%	3	34	14
С	I	6	TX	TXSANANTONIO	8	14	4.28%	13	79.79%	7	34	14
С	1	8	CA	CAORANGE	11	12	3.21%	16	75.99%	11	39	16
С	1	8	CA	CASANDIEGO	6	17	2.83%	17	70.74%	17	51	17
С	1	8	CA	CASACRAMENTO	4	18	2.05%	18	71.43%	16	52	18
		0	107	IO/OFNITO AL	•	0	7.440/	4	00.400/	0	40	
C	m	3	KY	KYCENTRAL	8	6	7.41%	4	83.48%	8	18	1
С	m	3	OH	OHNORTHWEST	8	6	6.96%	7	84.68%	6	19	2
С	m	7	ID	IDTREASURE	12	3	8.89%	3	80.58%	15	21	3
С	m	5	FL	FLTAMPABAY	19	1	15.97%	1	76.80%	25	27	4
С	m	2	NJ	NJSOUTH	8	6	7.14%	5	78.15%	20	31	5
С	m	7	CO	CODENVER	13	2	9.56%	2	74.50%	31	35	6
С	m	8	CA	CASILICON	6	13	4.11%	18	86.54%	4	35	6
С	m	5	TN	TNMIDDLE	8	6	7.08%	6	76.99%	24	36	8
С	m	5	NC	NCTRIAD	5	20	4.95%	14	85.45%	5	39	9
С	m	6	OK	OKCITY	6	13	4.84%	15	82.03%	13	41	10
С	m	6	TX	TXFORTWORTH	9	5	6.21%	9	75.50%	30	44	11
С	m	3	MI	MIWEST	8	6	4.71%	17	77.53%	22	45	12
С	m	8	CA	CAGOLDENGATE	11	4	6.75%	8	67.50%	33	45	12
С	m	6	MO	MOSTLOUIS	7	11	5.69%	10	76.80%	25	46	14
С	m	8	WA	WANORTHWEST	6	13	3.82%	21	82.12%	12	46	14
C	m	2	NJ	NJCENTRAL	6	13	5.13%	13	77.60%	21	47	16
C	m	6	TX	TXAUSTIN	6	13	4.00%	19	79.87%	16	48	17
C	m	4	NE	NELINCOLN	4	24	3.70%	23	87.39%	2	49	18
C	m	3	IL	ILCENTRAL	5	20	4.72%	16	80.90%	14	50	19
С	m	6	OK	OKTULSA	5	20	3.85%	20	82.86%	10	50	19
С	m	8	OR	ORWILLAMETTE	4	24	3.70%	23	86.92%	3	50	19
C	m	2	MD	MDBALTIMORE	7	11	5.38%	11	72.97%	32	54	22
C	m	3	OH	OHNORTHEAST	6	13	3.75%	22	78.77%	19	54	22
C	m	8	CA	CACENTRAL	6	13	5.22%	12	75.59%	29	54 54	22
C	m	5	MS	MSJACKSON	1	32	0.87%	32	88.50%	1	65	25
-		5			3	28		29	83.33%	9	66	26
С	m m	5 2	SC	SCCOLUMBIA	3	28 24	2.17%	29 25		9 18	67	26 27
C	m		NJ	NJMONMOUTH			3.17%		78.81%			
C	m	8	NV	NVCLARK	2	30	1.55%	30	84.50%	7	67	27
С	m	3	IL 	ILCHICAGONE	2	30	1.16%	31	82.45%	11	72	29
С	m	3	IL .	ILDUPAGE	3	28	2.59%	28	79.34%	17	73	30
С	m	5	FL	FLCENTRAL	5	20	3.16%	26	76.58%	27	73	30
С	m	6	LA	LANEWORLEANS	4	24	2.88%	27	77.07%	23	74	32



		of Healt	th 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	8	CA	CAINLAND	1	32	0.63%	33	75.88%	28	93	33
Ü		ŭ	O/ C	C) (II L) II D	•	02	0.0070	00	70.0070	20		00
С	S	6	LA	LAACADIANA	9	3	15.79%	1	89.09%	2	6	1
С	S	2	PA	PACENTRAL	12	1	14.63%	2	83.12%	11	14	2
С	S	7	AZ	AZSOUTHERN	6	8	9.84%	6	89.09%	2	16	3
С	S	3	KY	KYLOUISVILLE	7	6	7.69%	9	84.95%	7	22	4
С	S	5	GA	GACOASTAL	7	6	10.00%	5	80.65%	18	29	5
С	S	2	VA	VACENTRAL	8	4	8.25%	8	80.00%	19	31	6
С	S	3	IN	INNORTHEAST	6	8	6.25%	13	81.00%	16	37	7
С	S	3	OH	OHCINCINN	6	8	9.23%	7	77.78%	26	41	8
C	S	5	FL	FLBROWARD	10	2	13.51%	3	72.97%	36	41	8
C	S	3	iL	ILCHICAGODOWN	8	4	10.81%	4	66.67%	39	47	10
C	s	1	NY	NYNORTHEASTERN	3	19	4.48%	19	83.58%	10	48	11
C	S	2	MD	MDWASHINGTON	6	8	6.06%	15	78.64%	25	48	11
С	s	5	FL	FLGULFCOAST	3	19	4.41%	21	84.38%	8	48	11
C	s	5	FL	FLPALMCOAST	6	8	6.25%	13	77.42%	27	48	11
C	s	5	SC	SCLOWCOUNTRY	3	19	5.56%	17	81.48%	14	50	15
C	S	6	LA	LABATONROUGE	3	19	3.70%	26	86.84%	5	50	15
C	S	7	CO	CONORTHERN	4	14	7.69%	9	75.93%	31	54	17
C	S	2	VA	VANORTHERN	4	14	6.45%	12	76.12%	30	56	18
C	S	5	FL	FLJACKSONVIL	5	13	5.95%	16	77.22%	28	57	19
C	S	3	IN	INGRNORTHERN	4	14	7.02%	11	74.14%	33	58	20
C	S	8	CA	CANORTHCOAST	2	27	3.33%	29	87.10%	4	60	21
C	S	8	WA	WASPOKANE	2	19	3.90%	24	80.82%	17	60	21
C	S	2	VA	VASFORANE VAEASTERN	J 1	14	5.41%	18	74.16%	32	64	23
C	S	5	AL	ALBIRMINGHAM	3	19	3.90%	24	79.75%	21	64	23
C	s	6	KS	KSKANSASCITY	3	14	3.90% 4.44%	20	73.12%	35	69	25 25
C	s	5	SC	SCPIEDMONT	2	27	2.60%	31	82.05%	12	70	26
C	s S	8	CA	CAVENTURA	3	19	4.11%	22	77.03%	29	70 70	26
C	s	7	CO	COSOUTHERN	2	27	3.64%	27	80.00%	19	73	28
C	S	8	NV	NVNORTHERN	1	33	1.27%	36	83.75%	9	78	29
C	s	3	MI	MINORTHERN	2	27	3.17%	30	79.66%	22	76 79	30
C	S	8	WA	WASOUTHSOUND	0	39	0.00%	39	90.91%	1	79 79	30
		3	IN	INSOUTHWEST	4		2.00%					
C	S	-			1	33		33	81.13%	15	81	32
С	S	6	TX	TXEAST	1	33	1.35%	35	81.69%	13	81	32
С	S	2 6	PA	PAPITTSBURG	3	19	3.57%	28	69.32%	37	84	34
С	S	· ·	TX	TXCOASTLBND	0	39	0.00%	39	85.00%	6	84	34
C	S	3 7	MI	MISOUTHWEST	2	27	4.00%	23	67.21%	38	88	36
С	S		NM	NMRIOGRANDE	1	33	1.75%	34	78.95%	24	91	37
C	S	1	NY	NYGRTRCENTRAL	2	27	2.25%	32	73.27%	34	93	38
С	S	5	NC	NCTRIANGLE	1	33	1.04%	38	79.38%	23	94	39
С	S	5	NC	NCCHARLOTTE	1	33	1.06%	37	64.60%	40	110	40
С	+	6	TX	TXSOUTH	13	1	33.33%	1	88.57%	10	12	1
C	t	7	ID	IDEASTERN	4	3	14.81%	4	87.50%	13	20	2
C	t	7	ID ID	IDSOUTHERN	3	10	7.69%	10	94.74%	2	22	3
C	t	7	ID	IDNORTH	4	3	8.33%	9	87.50%	13	25	4
C	t	6	KS	KSWICHITA	5	2	13.89%	5	80.49%	29	36	5
C	+	7	NM	NMNORTHERN	4	3	28.57%	2	80.00%	31	36	5
C	t	5	FL	FLSOUTHWEST	4	3	10.26%	8	81.40%	26	37	7
C	t †	8	WA	WATRICOUNTY	'1 1	3	11.43%	6	80.00%	31	40	8
C	t †	3	IN	INGRBLOOMING	4	3 17	5.56%	15	88.24%	11	43	9
C	t +	6	MO	MOCENTRAL	1	3	16.00%	3	78.57%	37	43	9
C	t t	5	GA	GASOATLANTA	2	3 12	5.26%	ა 16	86.67%	16	43	11
C		J	υ Λ	CAGOATLANTA	4	14	J.ZU /0	10	00.07 /0	10	77	1.1



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		CRICA'S B	th Underwriters ENEFITS 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
С	t	5	GA	GASOUTH	1	17	3.03%	27	93.55%	5	49	12
С	t	5	NC	NCWESTERN	2	12	4.26%	23	86.96%	15	50	13
С	t	7	CO	COFRONTRANGE	2	12	6.25%	12	80.65%	28	52	14
С	t	1	NY	NYWESTERN	2	12	4.88%	17	80.49%	29	58	15
C	t	6	TX	TXELPASO	1	17	4.17%	24	86.36%	17	58	15
C	t	2	VA	VASOUTHWEST	3	10	6.25%	12	78.18%	39	61	17
C	t	3	ĬĹ`	ILCHISOUTHLAND	4	3	11.11%	7	63.83%	53	63	18
C	t	8	CA	CASANTABARBA	1	17	2.63%	29	85.71%	18	64	19
C	†	5	GA GA	GANORTHEAST	2	12	6.90%	11	75.86%	44	67	20
c	t +	6	TX	TXLUBBOCK	1	17	2.22%	31	85.42%	19	67	20
-	L A	0			1	17		24	80.77%	27	68	22
С	L A	7	TX	TXTEXOMA	1	17	4.17%		84.78%			
С	L .	′.	UT	UTNORTHERN	1		2.17%	32		20	69	23
С	t	1	NY	NYNIAGARA	1	17	4.76%	18	78.95%	35	70	24
С	t	2	PA	PANORTHEAST	1	17	5.88%	14	76.47%	41	72	25
С	t	3	OH	OHWESTRESERVE	1	17	2.04%	34	84.31%	22	73	26
С	t	5	GA	GANORTHWEST	1	17	3.85%	26	80.00%	31	74	27
С	t	5	NC	NCCOASTAL	1	17	2.04%	34	83.93%	23	74	27
С	t	5	TN	TNCHATTANOOGA	1	17	4.76%	18	77.27%	40	75	29
С	t	2	MD	MDEASTERN	0	38	0.00%	38	97.56%	1	77	30
С	t	6	AR	ARNORTHWEST	0	38	0.00%	38	94.74%	2	78	31
С	t	5	MS	MSNORTHEAST	0	38	0.00%	38	93.75%	4	80	32
С	t	5	NC	NCPIEDMONT	1	17	4.55%	20	76.00%	43	80	32
C	t	5	FL	FLCAPITAL	1	17	2.86%	28	78.79%	36	81	34
C	t	5	TN	TNWEST	'n	38	0.00%	38	93.33%	6	82	35
C	t	2	VA	VAPIEDMONT	1	17	4.55%	20	72.00%	46	83	36
C	+	Ω .	CA	CANORTHVALLEY	0	38	0.00%	38	92.50%	7	83	36
C	ι +	6	LA	LAREDRIVER	0	38	0.00%	38	90.48%	8	84	38
-	ι 4	0			0	17				34	84	38
С	L .	3	MO	MOSPRINGFIELD	1		2.13%	33	79.59%			
С	L .	ა 5	IN	INSOUTHCENTRAL	0	38	0.00%	38	89.36%	9	85	40
С	t	O .	GA	GAMIDDLE	0	38	0.00%	38	88.24%	11	87	41
С	t	5	SC	SCGRANDSTRAND	1	17	4.35%	22	66.67%	51	90	42
С	t	5	TN	TNKNOXVILLE	1	17	2.27%	30	74.42%	45	92	43
С	t	6	TX	TXPANHANDLE	0	38	0.00%	38	84.62%	21	97	44
С	t	3	IN	INNORTHWEST	0	38	0.00%	38	82.35%	24	100	45
С	t	5	TN	TNMIDSOUTH	1	17	2.04%	34	71.19%	49	100	45
С	t	7	CO	COROCKIES	0	38	0.00%	38	81.82%	25	101	47
С	t	5	FL	FLDADE	1	17	2.04%	34	66.67%	51	102	48
С	t	5	GA	GACSRIVERAREA	0	38	0.00%	38	78.57%	37	113	49
С	t	8	CA	CADESERTCITIES	0	38	0.00%	38	76.09%	42	118	50
C	t	6	AR	ARCENTRAL	0	38	0.00%	38	72.00%	46	122	51
C	t	6	TX	TXWEST	0	38	0.00%	38	71.43%	48	124	52
C	t	5	MS	MSSOUTH	Õ	38	0.00%	38	69.23%	50	126	53
C	t	3	KY	KYWESTERN	0	38	0.00%	38	61.54%	54	130	54
U	ι	3	IVI	KIWLSILKIN	U	30	0.00 /0	50	01.54/0	J -1	100	J -1



		Menica's BI	h 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
STATE CH		region			MEMBERO	Nank	MAIL	Italik	IVAIL	Ruin	1 010	IVAINI
S	IAI IERO	6	TX Total		75	1	5.18%	4	79.49%	3	8	1
s	i	2	PA Total		46	4	7.82%	1	78.95%	5	10	2
s	i	2	NJ Total		30	7	5.17%	5	81.21%	1	13	2
s	i	5	FL Total		54	3	7.46%	2	76.83%	9	14	4
s	i	5	GA Total		36	5	7.17%	3	77.60%	8	16	5
s	i	3	OH Total		28	8	4.73%	7	80.82%	2	17	6
s	i	1	NY Total		28	8	4.93%	6	79.21%	4	18	7
s	i	3	MI Total		34	6	4.37%	8	78.06%	7	21	8
s	i	8	CA Total		67	2	3.42%	10	75.68%	10	22	9
s	i	3	IL Total		22	10	4.36%	9	78.75%	6	25	10
_	-	-	in rotal				4.0070	-		-		
s	m	3	IN Total		21	1	4.55%	8	82.84%	4	13	1
s	m	6	LA Total		16	6	4.98%	5	83.03%	2	13	1
s	m	7	CO Total		21	1	6.91%	1	76.97%	11	13	1
s	m	2	VA Total		20	3	6.56%	3	76.97%	11	17	4
s	m	8	OR Total		16	6	4.95%	6	81.29%	6	18	5
s	m	7	AZ Total		18	4	6.87%	2	62.66%	13	19	6
s	m	7	UT Total		17	5	5.67%	4	77.24%	10	19	6
s	m	4	NE Total		12	10	4.04%	10	83.07%	1	21	8
s	m	8	WA Total		13	8	4.02%	11	82.89%	3	22	9
s	m	2	MD Total		13	8	4.81%	7	78.50%	8	23	10
s	m	6	OK Total		11	11	4.30%	9	82.59%	5	25	11
s	m	5	SC Total		9	13	3.08%	12	81.29%	6	31	12
s	m	5	NC Total		11	11	2.69%	13	78.30%	9	33	13
s	s	7	ID Total		23	1	9.24%	1	84.74%	3	5	1
s	s	3	KY Total		15	2	6.94%	3	82.89%	5	10	2
s	s	1	CT Total		10	6	6.62%	4	78.75%	7	17	3
s	s	6	MO Total		12	3	6.09%	5	77.89%	9	17	3
s	s	6	KS Total		9	7	7.14%	2	75.37%	12	21	5
s	s	5	TN Total		11	4	4.51%	8	76.47%	10	22	6
s	s	4	IA Total		8	8	4.15%	9	82.56%	6	23	7
s	s	4	MN Total		11	4	5.91%	6	73.45%	13	23	7
s	s	4	WI Total		4	11	2.72%	11	87.13%	1	23	7
s	s	5	AL Total		6	9	5.77%	7	76.19%	11	27	10
s	s	1	MA Total		5	10	3.68%	10	78.62%	8	28	11
s	s	5	MS Total		1	13	0.65%	13	85.90%	2	28	11
s	s	8	NV Total		3	12	1.44%	12	84.21%	4	28	11
s	t	3	WV Total		1	5	5.88%	3	85.00%	1	9	1
s	t	7	NM Total		5	1	6.94%	2	79.45%	6	9	1
s	t	1	NH Total		2	4	3.33%	5	82.54%	2	11	3
s	t	1	ME Total		3	2	9.09%	1	77.78%	9	12	4
s	t	2	DE Total		Ö	6	0.00%	6	82.22%	3	15	5
s	t	7	MT Total		Ŏ	6	0.00%	6	80.00%	4	16	6
s	t	8	AK Total		3	2	4.76%	4	73.97%	10	16	6
s	t	8	HI Total		Ö	6	0.00%	6	80.00%	4	16	6
s	t	4	SD Total		Ō	6	0.00%	6	79.17%	7	19	9
s	t	6	AR Total		0	6	0.00%	6	78.87%	8	20	10



The of Health Underwriters of the state of t					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
REGIONAL	CONTEST											
у	у	11.6	Totals - Region 6		123	2	5.09%	4	79.94%	3	9	1
у	у	11.2	Totals - Region 2		109	4	6.08%	2	79.31%	4	10	2
у	у	11.5	Totals - Region 5		128	1	5.27%	3	78.29%	6	10	2
у	у	11.3	Totals - Region 3		121	3	4.71%	6	80.15%	2	11	4
y	y	11.7	Totals - Region 7		84	6	6.95%	1	75.20%	8	15	5
y	y	11.4	Totals - Region 4		35	8	4.14%	7	81.27%	1	16	6
y	y	11.1	Totals - Region 1		48	7	5.02%	5	79.12%	5	17	7
y	y	11.8	Totals - Region 8		102	5	3.48%	8	77.62%	7	20	8
y	y	12	Grand Total		750	*	4.95%	*	78.83%	*	*	*