



## GAIN ONLY REPORT JULY 2018

AMERICA'S BENEFITS SPECIALISTS					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 CHAPTERS												
c	I	1	NY	NYMETRO	16	3	4.57%	3	86.34%	2	8	1
c	I	5	GA	GAATLANTA	19	2	7.06%	1	82.53%	7	10	2
c	I	8	CA	CALOSANGELES	23	1	5.75%	2	81.80%	8	11	3
c	I	2	PA	PAPHILADELPH	14	5	3.58%	7	85.52%	5	17	4
c	I	6	TX	TXSANANTONIO	8	9	4.10%	5	83.85%	6	20	5
c	I	3	MI	MIDETROIT	15	4	3.07%	11	79.96%	13	28	6
c	I	3	OH	OHNORTHEAST	5	15	2.82%	12	85.96%	3	30	7
c	I	7	AZ	AZPHOENIX	11	6	4.15%	4	65.49%	20	30	7
c	I	4	NE	NEOMAHA	5	15	2.45%	15	88.78%	1	31	9
c	I	6	TX	TXHOUSTON	10	7	3.26%	9	79.34%	15	31	9
c	I	7	UT	UTSALT LAKE	9	8	3.72%	6	76.34%	19	33	11
c	I	6	TX	TXDALLAS	8	9	2.63%	14	80.54%	12	35	12
c	I	3	IN	ININDIANAPOL	6	11	3.28%	8	77.89%	17	36	13
c	I	8	CA	CASACRAMENTO	6	11	2.73%	13	77.97%	16	40	14
c	I	8	CA	CAGOLDENGATE	6	11	3.08%	10	57.88%	21	42	15
c	I	8	CA	CASANDIEGO	5	15	2.11%	18	81.30%	9	42	15
c	I	3	OH	OHCOLUMBUS	4	20	2.08%	19	85.64%	4	43	17
c	I	2	NJ	NJNORTHERN	5	15	2.06%	20	81.30%	9	44	18
c	I	8	OR	ORPORTLAND	5	15	2.15%	17	79.82%	14	46	19
c	I	3	MI	MIWEST	4	20	2.19%	16	80.65%	11	47	20
c	I	8	CA	CAORANGE	6	11	1.83%	21	77.67%	18	50	21
c	m	3	KY	KYCENTRAL	7	3	6.48%	2	83.84%	15	20	1
c	m	6	OK	OKCITY	5	7	3.82%	8	88.37%	6	21	2
c	m	2	NJ	NJMONMOUTH	4	9	3.31%	10	89.29%	3	22	3
c	m	2	VA	VACENTRAL	4	9	3.96%	6	86.81%	8	23	4
c	m	2	NJ	NJCENTRAL	9	1	7.32%	1	78.63%	25	27	5
c	m	5	SC	SCCOLUMBIA	4	9	2.92%	11	86.81%	8	28	6
c	m	6	TX	TXFORTWORTH	6	6	3.92%	7	83.44%	16	29	7
c	m	6	OK	OKTULSA	4	9	2.88%	12	86.43%	10	31	8
c	m	8	NV	NVCLARK	8	2	6.20%	3	76.56%	29	34	9
c	m	6	MO	MOSTLOUIS	7	3	5.34%	4	76.98%	28	35	10
c	m	7	CO	CODENVER	7	3	4.43%	5	71.68%	33	41	11
c	m	5	TN	TNMIDDLE	3	17	2.70%	14	84.82%	12	43	12
c	m	8	CA	CASILICON	4	9	2.50%	16	81.44%	18	43	12
c	m	5	FL	FLCENTRAL	4	9	2.41%	18	81.03%	19	46	14
c	m	6	LA	LANEWORLEANS	4	9	2.45%	17	80.00%	20	46	14
c	m	6	TX	TXAUSTIN	5	7	3.38%	9	74.84%	32	48	16
c	m	7	ID	IDTREASURE	3	17	2.08%	22	86.23%	11	50	17
c	m	8	CA	CACENTRAL	3	17	2.36%	20	84.38%	13	50	17
c	m	5	MS	MSJACKSON	2	24	1.75%	25	90.60%	2	51	19
c	m	8	OR	ORWILLAMETTE	2	24	1.85%	23	88.79%	4	51	19
c	m	2	MD	MDBALTIMORE	4	9	2.63%	15	75.15%	31	55	21
c	m	5	FL	FLTAMPABAY	3	17	2.26%	21	81.95%	17	55	21
c	m	3	IL	ILCHICAGONE	2	24	1.64%	26	86.83%	7	57	23
c	m	2	NJ	NJSOUTH	3	17	2.40%	19	79.23%	22	58	24
c	m	1	NY	NYGRTRCENTRAL	3	17	2.83%	13	75.70%	30	60	25
c	m	8	CA	CAINLAND	3	17	1.82%	24	79.89%	21	62	26
c	m	3	OH	OHNORTHWEST	0	31	0.00%	31	91.59%	1	63	27
c	m	3	IL	ILDUPAGE	2	24	1.61%	27	84.30%	14	65	28



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					MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
c	m	4	NE	NELINCOLN	0	31	0.00%	31	88.50%	5	67	29
c	m	5	NC	NCTRIAD	1	28	0.87%	28	79.07%	23	79	30
c	m	8	WA	WANORTHWEST	1	28	0.65%	30	78.81%	24	82	31
c	m	5	NC	NCCHARLOTTE	1	28	0.85%	29	77.98%	26	83	32
c	m	2	MD	MDWASHINGTON	0	31	0.00%	31	77.97%	27	89	33
c	s	2	VA	VAEASTERN	5	4	5.56%	7	90.36%	5	16	1
c	s	3	MI	MINORTHERN	3	9	5.17%	8	94.23%	2	19	2
c	s	3	KY	KYLOUISVILLE	4	6	4.40%	10	85.42%	14	30	3
c	s	6	MO	MOSPRINGFIELD	3	9	5.66%	6	84.91%	16	31	4
c	s	5	TN	TNMIDSOUTH	4	6	7.14%	3	81.97%	25	34	5
c	s	6	LA	LABATONROUGE	6	2	7.69%	2	80.00%	30	34	5
c	s	8	NV	NVNORTHERN	4	6	5.00%	9	83.13%	21	36	7
c	s	5	SC	SCLOWCOUNTRY	2	18	3.70%	17	92.16%	3	38	8
c	s	3	IN	INNORTHEAST	8	1	8.16%	1	79.00%	38	40	9
c	s	6	TX	TXLUBBOCK	2	18	4.08%	12	86.54%	12	42	10
c	s	3	IL	ILCHISOUTHLAND	2	18	4.08%	12	83.33%	18	48	11
c	s	6	TX	TXCOASTLBND	2	18	3.08%	25	88.89%	7	50	12
c	s	5	SC	SCPIEDMONT	2	18	2.53%	28	87.21%	9	55	13
c	s	6	KS	KSKANSASCITY	6	2	6.32%	4	72.83%	49	55	13
c	s	8	WA	WASOUTHSOUND	3	9	6.00%	5	76.47%	44	58	15
c	s	3	IN	INSOUTHWEST	1	30	1.89%	29	95.56%	1	60	16
c	s	5	FL	FLJACKSONVIL	3	9	3.75%	16	79.27%	36	61	17
c	s	2	PA	PACENTRAL	3	9	3.70%	17	79.27%	36	62	18
c	s	2	VA	VASOUTHWEST	2	18	3.51%	20	81.48%	26	64	19
c	s	6	TX	TXEAST	3	9	3.95%	15	78.05%	41	65	20
c	s	5	FL	FLDADE	2	18	3.45%	21	80.70%	28	67	21
c	s	1	NY	NYNORTHEASTERN	3	9	4.35%	11	74.29%	48	68	22
c	s	3	MI	MISOUTHWEST	2	18	3.28%	23	80.33%	29	70	23
c	s	5	NC	NCTRIANGLE	3	9	3.03%	27	79.63%	34	70	23
c	s	7	NM	NMRIOGRANDE	2	18	3.39%	22	80.00%	30	70	23
c	s	3	OH	OHWESTRESERVE	1	30	1.85%	31	86.79%	10	71	26
c	s	2	PA	PAPITTSBURG	3	9	3.23%	24	76.60%	43	76	27
c	s	6	AR	ARCENTRAL	2	18	4.08%	12	74.58%	46	76	27
c	s	3	OH	OHCINCINN	1	30	1.35%	39	88.31%	8	77	29
c	s	8	WA	WASPOKANE	1	30	1.33%	40	86.57%	11	81	30
c	s	8	CA	CAVENTURA	1	30	1.25%	43	85.71%	13	86	31
c	s	4	WI	WISCENTRAL	2	18	3.57%	19	69.84%	50	87	32
c	s	5	FL	FLGULFCOAST	1	30	1.49%	35	82.81%	22	87	32
c	s	3	IN	INGRNORTHERN	1	30	1.56%	34	82.54%	24	88	34
c	s	4	WI	WISEASTERN	2	18	3.08%	25	75.36%	45	88	34
c	s	5	AL	ALBIRMINGHAM	1	30	1.30%	41	83.33%	18	89	36
c	s	5	GA	GACOASTAL	1	30	1.43%	37	81.08%	27	94	37
c	s	6	LA	LAACADIANA	1	30	1.85%	31	79.66%	33	94	37
c	s	5	NC	NCCOASTAL	0	46	0.00%	45	91.38%	4	95	39
c	s	3	IL	ILCENTRAL	1	30	1.11%	44	82.61%	23	97	40
c	s	6	TX	TXPANHANDLE	0	46	0.00%	45	89.29%	6	97	40
c	s	7	ID	IDNORTH	1	30	1.89%	29	78.85%	39	98	42
c	s	3	IL	ILCHICAGODOWN	5	4	0.00%	45	0.00%	51	100	43
c	s	8	CA	CANORTHCOAST	1	30	1.41%	38	79.45%	35	103	44
c	s	7	CO	COSOUTHERN	1	30	1.82%	33	76.67%	42	105	45
c	s	2	VA	VANORTHERN	1	30	1.45%	36	78.57%	40	106	46
c	s	5	FL	FLPALMCOAST	0	46	0.00%	45	85.39%	15	106	46
c	s	7	AZ	AZSOUTHERN	0	46	0.00%	45	83.93%	17	108	48
c	s	7	CO	CONORTHERN	0	46	0.00%	45	83.33%	18	109	49
c	s	5	FL	FLBROWARD	1	30	1.30%	41	74.39%	47	118	50
c	s	8	CA	CADESERTCITIES	0	46	0.00%	45	80.00%	30	121	51
c	t	2	VA	VAPIEDMONT	2	4	7.41%	6	85.19%	14	24	1



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c	t	6	LA	LAREDRIVER	2	4	4.88%	11	88.37%	12	27	2
c	t	5	TN	TNKNOWVILLE	4	1	8.51%	3	81.25%	24	28	3
c	t	5	GA	GANORTHWEST	2	4	8.00%	5	82.61%	20	29	4
c	t	5	GA	GASOUTH	1	8	3.33%	13	90.63%	9	30	5
c	t	7	CO	COROCKIES	3	2	8.82%	2	79.41%	30	34	6
c	t	5	TN	TNCHATTANOOGA	1	8	4.35%	12	85.00%	15	35	7
c	t	6	AR	ARNORTHWEST	3	2	18.75%	1	75.00%	32	35	7
c	t	3	IN	INSOUTHCENTRAL	1	8	2.13%	24	93.33%	4	36	9
c	t	8	WA	WATRICOUNTY	1	8	3.03%	15	86.67%	13	36	9
c	t	7	UT	UTNORTHERN	1	8	2.17%	23	91.30%	7	38	11
c	t	3	KY	KYWESTERN	1	8	6.67%	7	81.25%	24	39	12
c	t	5	GA	GACSRIVERAREA	1	8	6.67%	7	81.25%	24	39	12
c	t	7	ID	IDEASTERN	2	4	8.33%	4	78.26%	31	39	12
c	t	5	FL	FLCAPITAL	1	8	2.86%	18	83.33%	17	43	15
c	t	5	NC	NCWESTERN	1	8	2.08%	25	89.80%	11	44	16
c	t	5	GA	GASOATLANTA	1	8	3.13%	14	81.25%	24	46	17
c	t	3	IN	INNORTHWEST	1	8	5.56%	10	75.00%	32	50	18
c	t	2	MD	MDEASTERN	1	8	2.50%	21	81.82%	23	52	19
c	t	5	MS	MSNORTHEAST	0	27	0.00%	26	100.00%	1	54	20
c	t	4	WI	WIFOXVALLEY	1	8	3.03%	15	75.00%	32	55	21
c	t	7	ID	IDSOUTHERN	0	27	0.00%	26	94.74%	2	55	21
c	t	3	IN	INGRBLOOMING	0	27	0.00%	26	93.75%	3	56	23
c	t	6	TX	TXTEXOMA	0	27	0.00%	26	92.86%	5	58	24
c	t	4	WI	WINCENTRAL	0	27	0.00%	26	92.31%	6	59	25
c	t	5	FL	FLSOUTHWEST	1	8	2.38%	22	80.43%	29	59	25
c	t	7	NM	NMNORTHERN	1	8	6.25%	9	63.64%	43	60	27
c	t	6	TX	TXWEST	0	27	0.00%	26	90.91%	8	61	28
c	t	3	IL	ILSOUTHERN	0	27	0.00%	26	90.63%	9	62	29
c	t	5	GA	GAMIDDLE	1	8	2.70%	19	72.73%	39	66	30
c	t	7	CO	COFRONTRANGE	1	8	2.94%	17	68.29%	42	67	31
c	t	6	TX	TXSOUTH	1	8	2.63%	20	71.88%	40	68	32
c	t	8	CA	CASANTABARBA	0	27	0.00%	26	84.78%	16	69	33
c	t	6	TX	TXELPASO	0	27	0.00%	26	83.33%	17	70	34
c	t	8	CA	CANORTHVALLEY	0	27	0.00%	26	82.98%	19	72	35
c	t	2	PA	PANORTHEAST	0	27	0.00%	26	82.35%	21	74	36
c	t	5	TN	TNWEST	0	27	0.00%	26	82.35%	21	74	36
c	t	5	GA	GANORTHEAST	0	27	0.00%	26	81.25%	24	77	38
c	t	1	NY	NYNIAGARA	1	8	0.00%	26	0.00%	44	78	39
c	t	5	MS	MSSOUTH	0	27	0.00%	26	75.00%	32	85	40
c	t	5	SC	SCGRANDSTRAND	0	27	0.00%	26	75.00%	32	85	40
c	t	1	NY	NYWESTERN	0	27	0.00%	26	74.42%	37	90	42
c	t	5	NC	NCPIEDMONT	0	27	0.00%	26	74.29%	38	91	43
c	t	6	KS	KSWICHITA	0	27	0.00%	26	70.73%	41	94	44
STATE CHAPTERS												
s	I	5	GA Total		26	3	5.12%	1	81.80%	5	9	1
s	I	1	NY Total		23	5	3.92%	2	81.80%	5	12	2
s	I	2	NJ Total		21	6	3.43%	3	81.82%	4	13	3
s	I	2	PA Total		20	7	3.32%	4	82.36%	3	14	4
s	I	6	TX Total		45	2	3.02%	6	81.69%	7	15	5
s	I	3	MI Total		24	4	3.04%	5	81.11%	8	17	6
s	I	8	CA Total		58	1	2.73%	7	77.87%	10	18	7
s	I	3	IL Total		12	9	2.16%	8	87.07%	2	19	8
s	I	3	OH Total		11	10	1.79%	10	87.25%	1	21	9
s	I	5	FL Total		16	8	2.11%	9	81.05%	9	26	10
s	m	2	VA Total		14	2	4.05%	2	85.02%	5	9	1
s	m	5	TN Total		12	4	4.69%	1	83.52%	6	11	2



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s	m	3	IN Total		18	1	3.75%	4	82.25%	8	13	3
s	m	6	LA Total		13	3	3.87%	3	80.91%	11	17	4
s	m	6	OK Total		9	8	3.31%	7	87.41%	2	17	4
s	m	5	SC Total		8	9	2.70%	9	86.73%	3	21	6
s	m	7	CO Total		12	4	3.54%	5	74.73%	14	23	7
s	m	7	ID Total		6	11	2.30%	10	85.26%	4	25	8
s	m	7	AZ Total		11	6	3.37%	6	68.18%	15	27	9
s	m	7	UT Total		10	7	3.29%	8	79.50%	12	27	9
s	m	8	OR Total		7	10	2.05%	11	82.89%	7	28	11
s	m	4	NE Total		5	14	1.56%	14	88.67%	1	29	12
s	m	8	WA Total		6	11	1.91%	12	81.00%	10	33	13
s	m	5	NC Total		6	11	1.29%	15	81.15%	9	35	14
s	m	2	MD Total		5	14	1.66%	13	77.13%	13	40	15
s	s	4	IA Total		15	1	7.65%	1	80.41%	6	8	1
s	s	3	KY Total		12	3	5.43%	4	84.47%	2	9	2
s	s	6	MO Total		14	2	7.33%	2	79.08%	8	12	3
s	s	8	NV Total		12	3	5.74%	3	79.15%	7	13	4
s	s	1	CT Total		3	7	1.81%	7	81.67%	4	18	5
s	s	5	MS Total		2	8	1.23%	9	88.68%	1	18	5
s	s	4	WI Total		5	6	2.75%	6	75.38%	9	21	7
s	s	6	KS Total		6	5	4.35%	5	72.18%	11	21	7
s	s	4	MN Total		2	8	0.84%	11	80.50%	5	24	9
s	s	5	AL Total		1	11	0.97%	10	82.30%	3	24	9
s	s	1	MA Total		2	8	1.26%	8	74.10%	10	26	11
s	t	4	SD Total		1	3	4.35%	2	81.82%	4	9	1
s	t	8	HI Total		1	3	1.79%	4	85.71%	2	9	1
s	t	6	AR Total		5	1	7.46%	1	74.39%	9	11	3
s	t	7	NM Total		3	2	3.95%	3	77.92%	6	11	3
s	t	8	AK Total		1	3	1.33%	6	81.93%	3	12	5
s	t	7	MT Total		0	7	0.00%	7	86.67%	1	15	6
s	t	1	NH Total		1	3	1.47%	5	75.34%	8	16	7
s	t	1	ME Total		0	7	0.00%	7	81.58%	5	19	8
s	t	3	WV Total		0	7	0.00%	7	77.27%	7	21	9
REGIONAL CONTEST												
y	y	11.6	Totals - Region 6		92	1	3.69%	1	81.25%	5	7	1
y	y	11.3	Totals - Region 3		77	3	2.87%	5	84.18%	1	9	2
y	y	11.2	Totals - Region 2		67	5	3.53%	2	81.73%	4	11	3
y	y	11.5	Totals - Region 5		71	4	2.79%	7	82.65%	2	13	4
y	y	11.4	Totals - Region 4		28	8	2.92%	4	82.02%	3	15	5
y	y	11.7	Totals - Region 7		43	6	3.24%	3	76.17%	8	17	6
y	y	11.8	Totals - Region 8		85	2	2.73%	8	79.02%	7	17	6
y	y	11.1	Totals - Region 1		29	7	2.81%	6	80.00%	6	19	8
y	y	12	Grand Total		492	*	3.06%	*	81.09%	*	*	*