

GAIN ONLY REPORT DECEMBER 2017

PENICA'S BENEFITS SPECIALIST				5.	CONTEST NEW	T 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	1	8	CA	CAORANGE	34	1	10.76%	3	81.55%	12	16	1
С	1	8	CA	CALOSANGELES	32	3	8.04%	9	84.08%	5	17	2
С	Į	1	NY	NYMETRO	26	5	7.39%	11	85.03%	3	19	3
С	Į	4	NE	NEOMAHA	17	14	8.76%	6	89.01%	1	21	4
С	1	6	TX	TXDALLAS	28	4	9.27%	4	79.48%	14	22	5
С	1	5	GA	GAATLANTA	23	8	8.55%	7	82.16%	8	23	6
С	1	3	MI	MIDETROIT	34	1	6.80%	15	82.10%	9	25	7
С	1	3	OH	OHNORTHEAST	19	12	10.80%	2	80.36%	13	27	8
С	1	8	CA	CASACRAMENTO	25	6	11.31%	1	73.58%	22	29	9
С	1	8	CA	CASANDIEGO	20	10	8.44%	8	81.62%	11	29	9
С	1	3	MI	MIWEST	14	17	7.29%	13	85.35%	2	32	11
С	1	2	NJ	NJNORTHERN	18	13	7.06%	14	83.27%	6	33	12
C	1	2	PA	PAPHILADELPH	24	7	6.38%	16	81.84%	10	33	12
C	i	3	IN	ININDIANAPOL	17	14	8.85%	5	78.89%	17	36	14
C	i	6	TX	TXHOUSTON	20	10	5.97%	17	79.31%	15	42	15
C	i	8	CA	CAGOLDENGATE	21	9	7.75%	10	11.60%	24	43	16
C	i	3	OH	OHCOLUMBUS	11	21	5.70%	19	84.24%	4	44	17
С	i	7	CO	CODENVER	13	19	7.30%	12	76.63%	19	50	18
c	i	6	TX	TXSANANTONIO	8	23	4.02%	24	83.16%	7	54	19
C	i	7	UT	UTSALTLAKE	12	20	4.80%	21	79.31%	15	56	20
C	i	8	OR	ORPORTLAND	14	17	5.86%	18	75.81%	21	56	20
C	i i	8	CA	CAINLAND	9	22	5.03%	20	78.13%	18	60	22
C	! !	7	AZ	AZPHOENIX	16	16	4.78%	22	11.61%	23	61	23
	! !	6	LA	LANEWORLEANS	8	23	4.76%			20		24
С	ı	O	LA	LANEWORLEANS	٥	23	4.20%	23	75.94%	20	66	24
С	m	2	NJ	NJMONMOUTH	13	6	11.82%	3	85.09%	7	16	1
С	m	2	NJ	NJSOUTH	13	6	9.92%	6	84.96%	8	20	2
С	m	2	NJ	NJCENTRAL	15	2	12.71%	1	82.20%	18	21	3
С	m	8	CA	CACENTRAL	14	4	10.94%	5	83.58%	14	23	4
С	m	3	IL	ILDUPAGE	10	12	7.87%	11	85.83%	6	29	5
С	m	5	FL	FLCENTRAL	15	2	8.62%	8	81.18%	20	30	6
С	m	6	MO	MOSTLOUIS	16	1	11.76%	4	74.15%	28	33	7
С	m	6	TX	TXFORTWORTH	12	9	7.50%	13	84.31%	11	33	7
С	m	5	NC	NCCHARLOTTE	14	4	12.61%	2	74.14%	29	35	9
С	m	5	MS	MSJACKSON	7	19	5.93%	17	86.55%	4	40	10
С	m	6	OK	OKCITY	8	16	6.06%	16	84.96%	8	40	10
С	m	8	NV	NVCLARK	12	9	8.89%	7	78.83%	24	40	10
С	m	6	TX	TXAUSTIN	13	6	8.13%	9	75.15%	26	41	13
С	m	8	CA	CASILICON	10	12	5.78%	19	84.02%	12	43	14
С	m	3	KY	KYCENTRAL	8	16	7.84%	12	82.86%	17	45	15
C	m	3	OH	OHNORTHWEST	6	23	5.56%	21	92.38%	1	45	15
C	m	2	MD	MDWASHINGTON	8	16	6.45%	14	79.69%	22	52	17
C	m	5	FL	FLTAMPABAY	11	11	8.03%	10	73.15%	31	52	17
С	m	2	MD	MDBALTIMORE	10	12	5.81%	18	75.14%	27	57	19
C	m	5	TN	TNMIDDLE	7	19	6.14%	15	79.66%	23	57	19
C	m	6	OK	OKTULSA	7	19	4.76%	25	83.78%	13	57 57	19
C	m	4	NE NE	NELINCOLN	4	29	3.60%	28	91.51%	2	59	22
C	m	5	NC NC	NCTRIANGLE	6	23	5.56%	21	83.33%	15	59 59	22
C		5	SC		7	23 19	4.79%	24	82.98%	16	59 59	22
U	m	ິວ	30	SCCOLUMBIA	· /	19	4.79%	24	02.90%	10	ວອ	22



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GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
С	m	3	IL	ILCHICAGONE	5	26	2.89%	29	86.29%	5	60	25
С	m	7	ID	IDTREASURE	6	23	4.26%	27	84.56%	10	60	25
С	m	8	OR	ORWILLAMETTE	3	30	2.61%	30	89.74%	3	63	27
С	m	8	WA	WANORTHWEST	9	15	5.59%	20	73.29%	30	65	28
С	m	3	IN	INNORTHEAST	5	26	4.81%	23	81.55%	19	68	29
С	m	1	NY	NYGRTRCENTRAL	5	26	4.27%	26	80.99%	21	73	30
С	m	5	NC	NCTRIAD	2	31	1.48%	31	75.91%	25	87	31
С	s	3	IN	INGRNORTHERN	7	8	11.86%	5	88.14%	7	20	1
С	S	8	CA	CAVENTURA	10	4	12.66%	4	84.81%	15	23	2
С	S	8	CA	CADESERTCITIES	5	17	9.43%	13	92.59%	1	31	3
С	S	8	WA	WASPOKANE	7	8	10.14%	9	84.85%	14	31	3
С	S	2	VA	VANORTHERN	7	8	10.77%	7	83.33%	23	38	5
С	S	3	IL	ILNORTHERN	11	3	16.67%	2	79.37%	33	38	5
С	S	7	ID	IDNORTH	6	13	11.11%	6	83.93%	20	39	7
С	S	6	TX	TXCOASTLBND	6	13	9.38%	14	84.62%	16	43	8
С	S	6	TX	TXEAST	8	7	10.00%	10	82.50%	27	44	9
С	S	2	VA	VACENTRAL	14	2	15.91%	3	76.60%	41	46	10
С	S	3	MI	MINORTHERN	4	26	7.84%	18	91.84%	2	46	10
С	S	5	FL	FLPALMCOAST	6	13	6.98%	24	87.36%	9	46	10
С	S	8	NV	NVNORTHERN	7	8	8.33%	17	83.72%	21	46	10
С	S	2	PA	PACENTRAL	15	1	19.74%	1	71.25%	48	50	14
С	S	2	VA	VASOUTHWEST	4	26	7.27%	21	88.89%	4	51	15
С	S	5	AL	ALBIRMINGHAM	5	17	6.17%	28	88.16%	6	51	15
С	S	7	AZ	AZSOUTHERN	5	17	8.77%	16	84.21%	18	51	15
С	S	2	PA	PAPITTSBURG	9	6	9.57%	12	79.35%	34	52	18
С	S	2	VA	VAEASTERN	5	17	6.02%	29	87.36%	9	55	19
C	S	5	FL	FLJACKSONVIL	7	8	8.97%	15	78.38%	36	59	20
C	S	6	KS	KSKANSASCITY	10	4	10.31%	8	74.23%	47	59	20
C	S	5	FL	FLDADE	4	26	7.02%	23	87.27%	11	60	22
C	S	3	OH	OHWESTRESERVE	4	26	7.41%	20	84.21%	18	64	23
C	S	5	FL	FLGULFCOAST	5	17	7.69%	19	81.82%	28	64	23
C	S	6	LA	LAACADIANA	4	26	6.45%	26	84.38%	17	69	25
C	S	5	SC	SCLOWCOUNTRY	3	36	5.88%	30	87.76%	8	74	26
C	S	1	NY	NYWESTERN	5	17	9.80%	11	60.00%	49	77	27
C	s	5	FL	FLBROWARD	6	13	7.23%	22	76.47%	42	77	27
C	S	3	OH	OHCINCINN	5	17	6.25%	27	79.22%	35	77 79	29
C	S	7	CO	CONORTHERN	4	26	6.67%	25	81.67%	29	80	30
C	S	5	SC	SCPIEDMONT	3	36	3.57%	41	88.46%	5	82	31
C	S	3	IL	ILCENTRAL	5	17	5.10%	36	80.61%	31	84	32
C	S	6	LA	LABATONROUGE	5	17	5.49%	32	78.13%	37	86	33
C	S	8	CA	CANORTHCOAST	3	26	5.26%	35	82.93%	25	86	33
C	S	3	MI	MISOUTHWEST	3	36	4.84%	38	85.25%	13	87	35
C	S	5	GA	GACOASTAL	4	26	5.48%	33	79.71%	32	91	36
C	S	6	TX	TXPANHANDLE	4	43	1.79%	45	89.47%	3	91	36
C	S	3	KY	KYLOUISVILLE	1	26	4.21%	40	82.65%	26	92	38
C	S	1	NY	NYNORTHEASTERN	4	26	5.33%	34	77.46%	40	100	39
C	S	5	NC	NCCOASTAL	4	43	1.67%	47	85.48%	12	102	40
C	S	8	WA	WASOUTHSOUND	1	43	1.92%	43	83.67%	22	102	41
-		3			3	36		31	76.36%	43	110	42
C	s s	3 6	IL TV	ILCHISOUTHLAND	3	36 43	5.56%	31 44		43 23	110	42 42
ŭ		•	TX	TXLUBBOCK	1		1.89%		83.33%			
С	s	5 4	TN	TNMIDSOUTH	3	36	4.69%	39	77.94%	38	113	44
С	s	•	WI	WISEASTERN	2	42	2.74%	42	81.08%	30	114	45 46
C	S	7 7	CO	COSOUTHERN	3	36	4.92%	37	75.00%	44	117	46
С	S	•	NM	NMRIOGRANDE	1	43	1.41%	48	77.78%	39	130	47
С	s	6	AR	ARCENTRAL	1	43	1.72%	46	74.58%	46	135	48
С	S	4	WI	WISCENTRAL	0	49	0.00%	49	75.00%	44	142	49
С	t	6	МО	MOSPRINGFIELD	9	1	18.75%	3	95.74%	6	10	1
С	t	8	WA	WATRICOUNTY	9	2	32.14%	1	90.00%	12	15	2



		MERICA'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
С	t	7	ID	IDEASTERN	3	9	13.64%	6	95.45%	7	22	3
С	t	3	IN	INSOUTHCENTRAL	4	6	9.52%	8	90.48%	10	24	4
С	t	7	ID	IDSOUTHERN	2	14	5.26%	17	97.37%	3	34	5
С	t	2	PA	PANORTHEAST	2	14	11.76%	7	88.89%	14	35	6
С	t	3	IN	INSOUTHWEST	8	3	18.18%	4	82.22%	29	36	7
С	t	5	FL	FLCAPITAL	2	14	5.88%	14	90.63%	9	37	8
С	t	7	UT	UTNORTHERN	2	14	4.55%	21	97.67%	2	37	8
С	t	6	KS	KSWICHITA	7	5	17.07%	5	82.93%	28	38	10
С	t	5	GA	GASOATLANTA	3	9	9.09%	9	85.71%	22	40	11
С	t	6	LA	LAREDRIVER	3	9	7.32%	12	85.37%	24	45	12
С	t	5	TN	TNKNOXVILLE	4	6	8.70%	10	81.25%	31	47	13
С	Ţ.	2 5	VA	VAPIEDMONT	1	20	3.70%	27	100.00%	1	48	14
С	l 4	5 7	TN	TNWEST	1	20 6	5.56%	16 2	89.47%	13 42	49 50	15 16
C C	l +	, 5	UT GA	UTSOUTHERN GANORTHWEST	4	20	26.67% 4.35%	22	64.29% 90.48%	42 10	50 52	17
C	t +	5	GA	GASOUTH	1	20	3.03%	31	96.97%	4	55	18
C	t +	7	CO	COFRONTRANGE	3	9	6.98%	13	76.74%	34	56	19
C	t +	4	WI	WIFOXVALLEY	3	9	7.89%	11	73.17%	38	58	20
C	t	5	NC	NCWESTERN	2	14	4.00%	25	86.27%	20	59	21
C	t	8	CA	CASANTABARBA	1	20	2.17%	34	95.24%	8	62	22
C	t	3	IL	ILSOUTHERN	1	20	3.03%	31	87.50%	16	67	23
С	t	3	IN	INNORTHWEST	i	20	5.26%	17	80.00%	33	70	24
C	t	3	KY	KYWESTERN	1	20	5.88%	14	75.00%	36	70	24
C	t	5	MS	MSSOUTH	1	20	3.57%	28	85.71%	22	70	24
С	t	4	WI	WINCENTRAL	1	20	3.85%	26	84.62%	25	71	27
С	t	5	GA	GANORTHEAST	1	20	3.23%	30	86.21%	21	71	27
С	t	6	TX	TXELPASO	1	20	4.17%	23	81.48%	30	73	29
С	t	6	AR	ARNORTHWEST	1	20	5.00%	20	75.00%	36	76	30
С	t	5	FL	FLSOUTHWEST	2	14	4.08%	24	72.92%	39	77	31
С	t	6	TX	TXTEXOMA	0	37	0.00%	36	96.43%	5	78	32
С	t	2	MD	MDEASTERN	1	20	2.17%	34	84.44%	26	80	33
С	t	5	TN	TNCHATTANOOGA	1	20	5.26%	17	53.33%	43	80	33
С	t	6	TX	TXSOUTH	8	3	0.00%	36	0.00%	44	83	35
С	t	5	NC	NCPIEDMONT	1	20	2.86%	33	76.32%	35	88	36
С	t	8	CA	CANORTHVALLEY	0	37	0.00%	36	88.64%	15	88	36
С	t	3	IN TV	INGRBLOOMING	0	37	0.00%	36	87.50%	16	89	38
C	Ţ,	6	TX	TXHEARTOF	0	37	0.00%	36	87.50%	16	89	38
C C	t •	5 5	SC	SCGRANDSTRAND	1	20 37	3.33%	29 36	68.75%	41 19	90 92	40 41
C	ι +	6	GA TX	GAMIDDLE TXWEST	0	37 37	0.00% 0.00%	36	87.23% 83.33%	27	100	42
C	t t	5	GA	GACSRIVERAREA	0	37	0.00%	36	80.95%	32	105	43
C	t +	7	CO	COROCKIES	0	37	0.00%	36	72.50%	40	113	44
C	·	,	CO	COROCKIES	O O	31	0.0076	30	72.5070	40	113	77
s	į.	2	NJ Total		59	3	9.61%	1	83.76%	3	7	1
s	!	3	IL Total		52	6	9.44%	2	83.45%	5	13	2
S	!	6 8	TX Total		106	2	6.86%	7 4	81.35%	6	15	3 3
s	!	8	CA Total		186	1 8	8.35%	•	72.94%	10	15 46	-
s	<u> </u>	3	OH Total MI Total		45 55	8 5	7.36%	6 8	83.93% 83.75%	2 4	16 17	5 6
s s	<u> </u>	3 2	MI Total PA Total		55 51	5 7	6.83% 8.66%	3	80.31%	4 8	17	0 7
s	i	5	FL Total		51 58	4	7.58%	ა 5	79.95%	9	18	7
s S	i	5	GA Total		33	10	6.30%	10	83.97%	1	21	9
s	i	1	NY Total		40	9	6.70%	9	81.27%	7	25	10
s	m	2	VA Total		31	2	9.69%	1	84.88%	3	6	1
s	m	3	IN Total		42	1	8.82%	2	82.23%	7	10	2
s	m	4	NE Total		21	6	6.89%	4	89.90%	1	11	3



					NEW		GROWTH		RETENTION		CONTEST	CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
s	m	8	WA Total		26	3	8.36%	3	79.15%	10	16	4
S	m	7	ID Total		17	11	6.67%	5	87.30%	2	18	5
s	m	5	NC Total		26	3	5.21%	13	79.34%	9	25	6
S	m	6	OK Total		16	13	5.71%	8	84.40%	4	25	6
s	m	7	CO Total UT Total		23	5 10	6.07%	6	76.74% 82.80%	14 6	25 26	6
s s	m m	2	MD Total		18 19	9	5.39%	10 9	78.03%	12	30	10
s S	m	6	LA Total		20	8	5.54% 5.24%	12	78.87%	11	31	11
s	m	7	AZ Total		21	6	5.34%	11	21.28%	15	32	12
s	m	5	TN Total		16	13	6.06%	7	77.62%	13	33	13
S	m	8	OR Total		17	11	4.80%	14	80.27%	8	33	13
s	m	5	SC Total		14	15	4.50%	15	83.67%	5	35	15
s	s	6	MO Total		25	2	13.23%	2	79.00%	7	11	1
S	S	4	MN Total		35	1	15.22%	1	74.48%	10	12	2
S	s s	4	IA Total NV Total		16 19	6 3	8.08% 8.68%	6 5	86.60% 80.72%	2 6	14 14	3
5	s	6	KS Total		17	5	12.32%	3	76.98%	9	17	5
s	s	1	CT Total		14	7	7.82%	7	82.95%	4	18	6
s	s	1	MA Total		19	3	11.24%	4	73.14%	11	18	6
s	s	5	MS Total		10	9	6.25%	8	85.80%	3	20	8
s	s	3	KY Total		13	8	5.86%	9	82.38%	5	22	9
s	s	5	AL Total		5	11	4.46%	10	86.92%	1	22	9
s	S	4	WI Total		6	10	2.99%	11	77.98%	8	29	11
s	t	1	ME Total		6	2	15.79%	2	92.11%	1	5	1
s	t	8	AK Total		8	1	9.30%	4 5	74.44%	6	11	2
S	t 4	8	HI Total WV Total		4 5	4 3	7.02% 26.32%	ວ 1	91.23% 68.42%	2	11 12	4
5	ι +	3 4	SD Total		2	6	9.52%	3	84.21%	3	12	4
s	ť	7	NM Total		4	4	4.76%	6	74.71%	5	15	6
s	ť	1	NH Total		1	8	1.23%	8	80.49%	4	20	7
s	t	6	AR Total		2	6	2.47%	7	74.39%	7	20	7
V	V	11.3	Totals - Region 3		212	2	7.90%	4	83.23%	1	7	1
у	у											1
У	У	11.2	Totals - Region 2		161	5	8.57%	1	81.82%	3	9	2
у	у	11.8	Totals - Region 8		260	1	7.99%	3	75.24%	7	11	3
у	у	11.4	Totals - Region 4		80	8	8.37%	2	82.54%	2	12	4
у	у	11.6	Totals - Region 6		186	3	7.11%	6	80.69%	5	14	5
у	у	11.5	Totals - Region 5		162	4	6.15%	7	81.43%	4	15	6
у	у	11.1	Totals - Region 1		82	7	7.61%	5	80.17%	6	18	7
y	у	11.7	Totals - Region 7		85	6	5.81%	8	63.63%	8	22	8
ý	ý	12	Grand Total		1,228	*	7.41%	*	78.82%	*	*	*

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