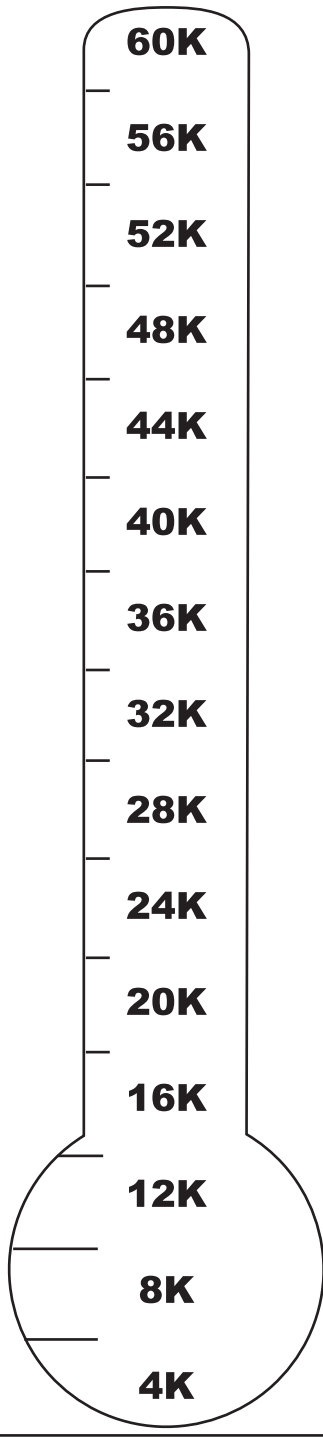


GOAL	RECS	APPS	POINTS	LIC & APPT'D
MO 3	30	30		15
	29	29		14
	28	28		13
	27	27		12
	26	26		11
	25	25		10
	24	24		9
	23	23		8
	22	22		7
	21	21		6
WEEK 10	20	20		5
	19	19		4
	18	18		3
	17	17		2
MO 2	16	16		1
	15	15		
	14	14		
	13	13		
	12	12		
	11	11		
	10	10		
WEEK 6	9	9		
	8	8		
	7	7		
	6	6		
	5	5		
MO 1	4	4		
	3	3		
	2	2		
	1	1		
GREEN	CLIENT	DELIVERED & PAID	PAID	APPOINTED
YELLOW	FAST STARTED	ISSUED	SUBMITTED	SUBMITTED PAPERWORK
PINK	DON'T FOLLOW UP	CANCELLED		DON'T FOLLOW UP

DIRECT FIELD ASSOCIATES

1
2

DIRECT FIELD ASSOCIATES

1

DIRECT ASSOCIATES

1
2