

HOWARD KEARLEY AWARD

2013 NATIONAL RECRUITMENT CAMPAIGN

| DIVISION | ACTIVE + LIFE Jan 01 | GOAL | TOTAL 2013 Dec 31 | % GAIN | 1ST Qtr Mar31 | 2ND Qtr Jun 30 | 3RD Qtr Sep 30 | 4TH Qtr Dec 31 |
|-----------------|-------------------------------------|-------------|----------------------------------|-------------------|-------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| Calgary | 260 | 24 | | | | 8 | | |
| CVan | 144 | 12 | | | 6 | 3 | | |
| Cypress Hills | 29 | 4 | | | 1 | 1 | | |
| Edmonton | 310 | 28 | | | 16 | 15 | | |
| Georgian Bay | 51 | 8 | | | 2 | | | |
| Golden Hshoe | 73 | 8 | | | 1 | 2 | | |
| Kamloops | 154 | 16 | | | | 6 | | |
| Kingston | 55 | 8 | | | 3 | | | |
| Lethbridge | 71 | 8 | | | | 2 | | |
| London | 96 | 8 | | | 5 | | | |
| Manitoba | 329 | 28 | | | 6 | | | |
| Quebec | 285 | 24 | | | 10 | | | |
| NB | 223 | 20 | | | 12 | | | |
| NL & Lab | 149 | 12 | | | 1 | 1 | | |
| Nova Scotia | 537 | 44 | | | 19 | 25 | 2 | |
| Okanagan | 220 | 20 | | | 3 | | | |
| Ottawa | 423 | 36 | | | 21 | 27 | | |
| PEI | 87 | 8 | | | 3 | 1 | | |
| Prince Albert | 53 | 8 | | | | 1 | | |
| BC North Dist | 51 | 8 | | | | | | |
| Red Deer | 63 | 8 | | | | 7 | | |
| Regina | 254 | 24 | | | 3 | 2 | | |
| Saskatoon | 151 | 16 | | | 1 | 1 | | |
| Shuswap | 58 | 8 | | | | 2 | | |
| Sth. Okanagan | 86 | 8 | | | 2 | 1 | | |
| Thunder Bay | 19 | 4 | | | | | | |
| Toronto | 211 | 20 | | | 1 | 5 | | |
| Vancouver | 378 | 32 | | | | 44 | | |
| Victoria | 115 | 12 | | | | 2 | | |
| Yukon | 28 | 4 | | | 2 | | | |
| | | | | | | | | |
| TOTAL | 4963 | 468 | | | 118 | 156 | | |

Quarterly Recruitment Goal

117

117

Goal for end of 2nd Quarter

234

Total recruited at end of 2nd Q

274

Over recruitment Goal end 2nd Q

40