

**RECRUITING SPREADSHEET ENDING 31st October 2013**

DIVISION	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	TOTAL	GOAL	% Gain
													Oct 31	Dec 31	
Calgary					8				7				15	24	
CVI	6				2	1			1				10	12	
Cypress Hills	1			1									2	4	
Edmonton	14	1	1	11	3	1	1	3		1			36	28	
Georgian Bay			2										2	8	
Golden Horseshoe			1	2									3	8	
Kamloops					6				8				14	16	
Kingston	2	1					7						10	8	
Lethbridge				2									2	8	
London	5								2				7	8	
Manitoba	5	1						4	6				16	28	
Quebec	6	2	2										10	24	
NB	9	2	1							4			16	20	
NL & Lab		1				1			1				3	12	
Nova Scotia	8	6	5	5	17	3	2	5	3	15			69	44	
Okanagan		1	2				1						4	20	
Ottawa	15		6	15	8	3			3	4			54	36	
PEI			3		1								4	8	
Prince Albert					1				1				2	8	
BC North District									2				2	8	
Red Deer				7									7	8	
Regina	1		2	1	1			1	1	1			8	24	
Saskatoon	1			1					1				3	16	
Shuswap						2							2	8	
Sth. Okanagan	1	1		1					1				4	8	
Thunder Bay													0	4	
Toronto			1		5				1				7	20	
Vancouver				44				4					48	32	
Victoria					2					1			3	12	
Yukon	1	1							3				5	4	

368      468

**1st Q.                      2nd Q.                      3rd Q.                      4th Q.**

Quarterly Goal	117	117	117
Mbs. Recruited	118	156	69
Over end <u>1st Q.</u>	1		
Over end <u>2nd Q.</u>		40	
Under end <u>3rd Q.</u>			9

**Sample Calculation for % Gain:**

Calculation for % Gain: ABC Division - Results 7 x 100 = 700 = 87.5 %

Goal 8

XYZ Division - Results 35 x 100 = 3500 = 125.0 %

Goal 28