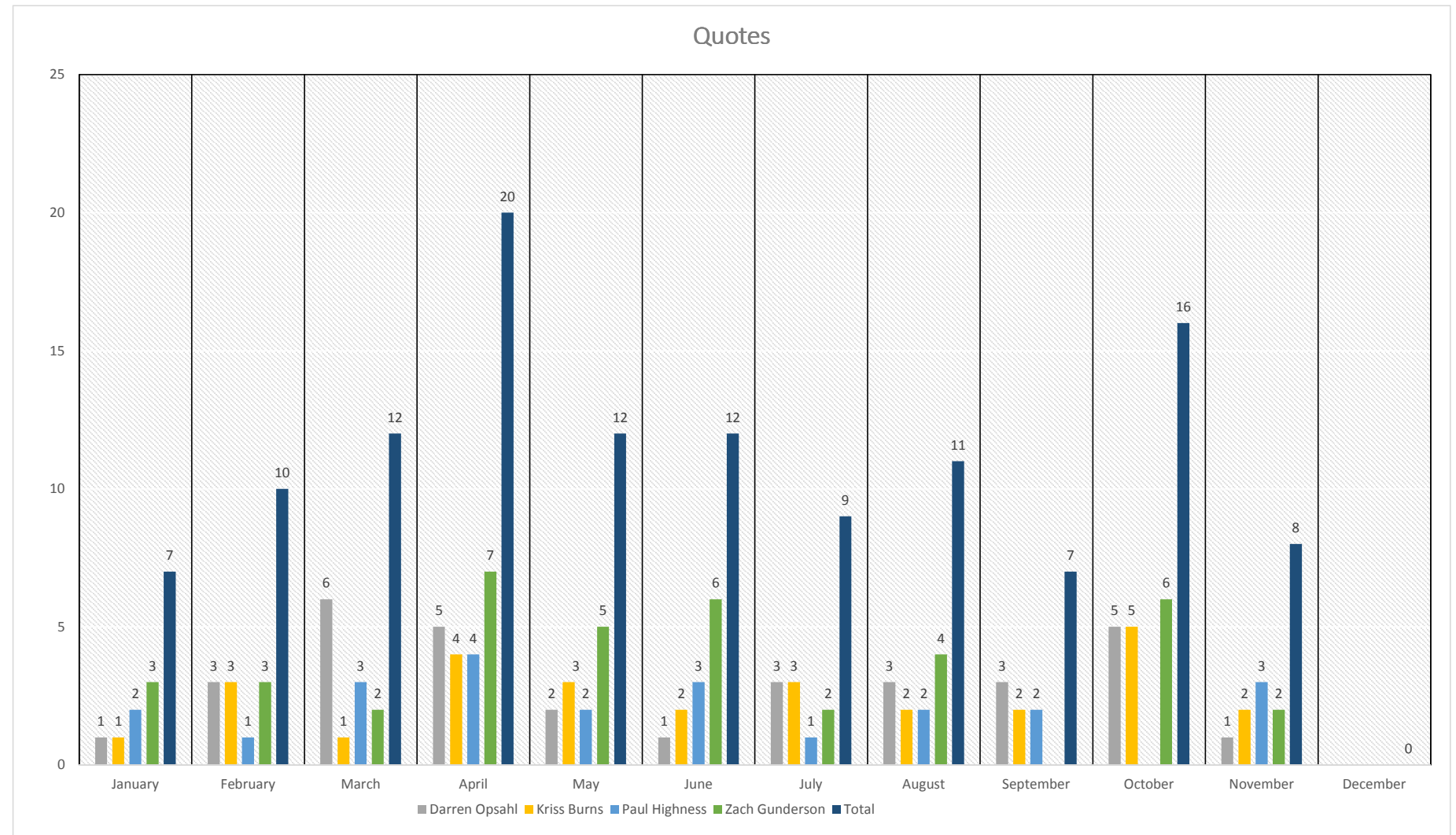


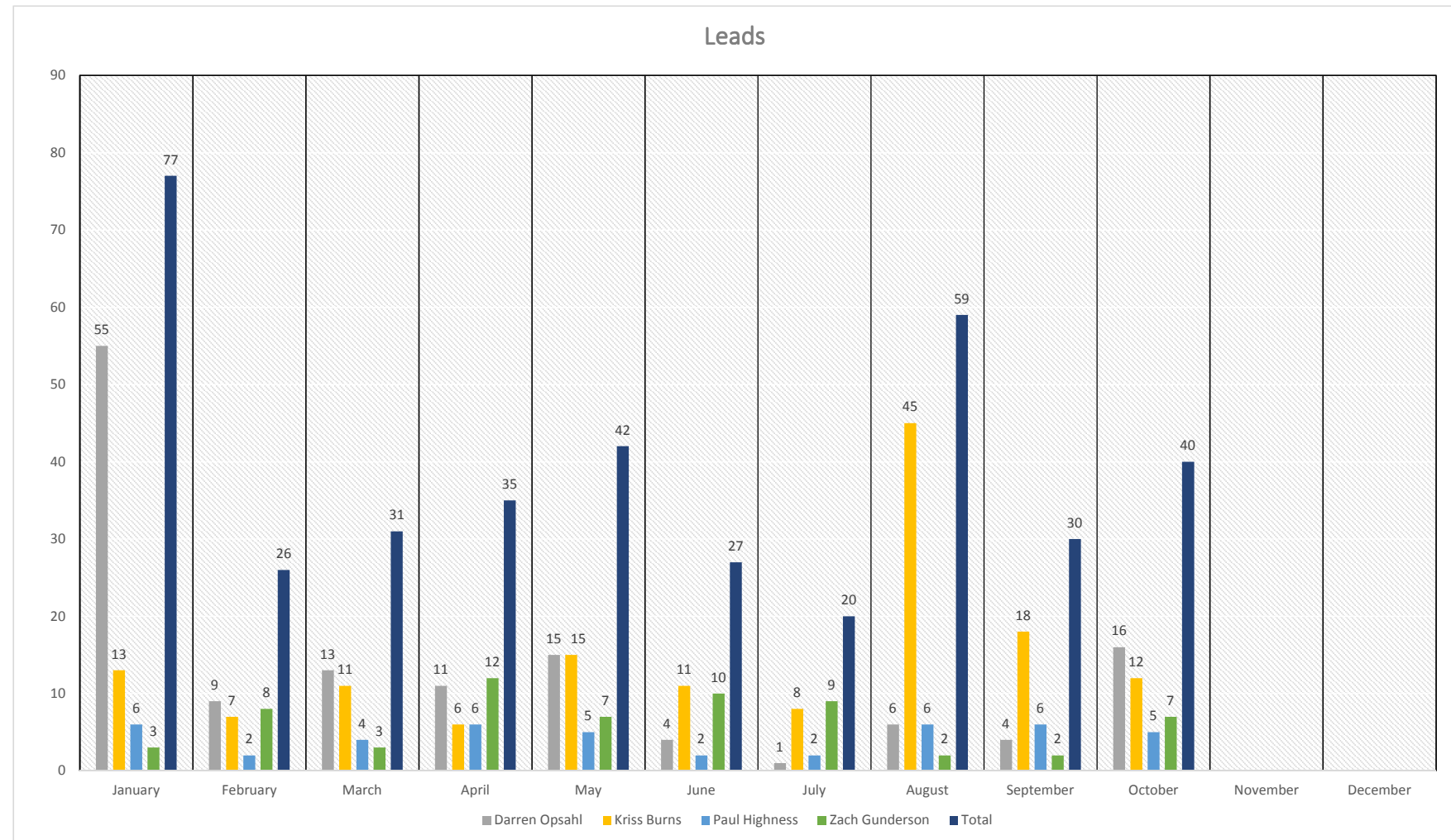
Quotes

	2018												Total	Convert to Client
	January	February	March	April	May	June	July	August	September	October	November	December		
Darren Opsahl	1	3	6	5	2	1	3	3	3	5	1		33	12 36.4%
Kriss Burns	1	3	1	4	3	2	3	2	2	5	2		28	6 21.4%
Paul Highness	2	1	3	4	2	3	1	2	2		3		23	13 56.5%
Zach Gunderson	3	3	2	7	5	6	2	4		6	2		40	8 20.0%
Total	7	10	12	20	12	12	9	11	7	16	8	0	124	39 31.5%

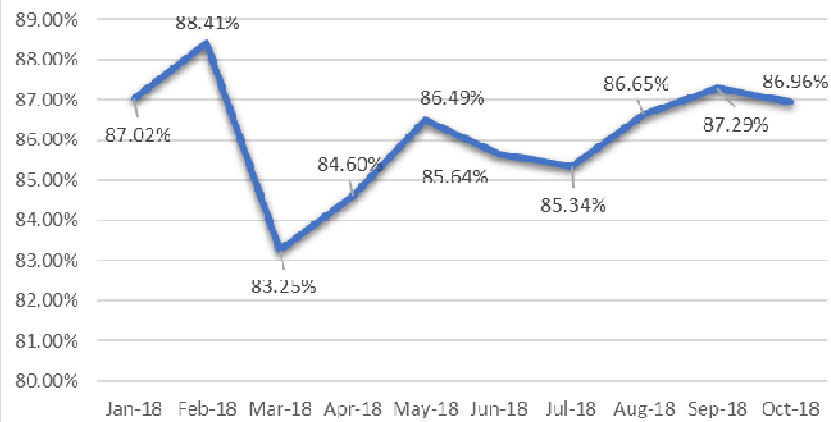


Leads

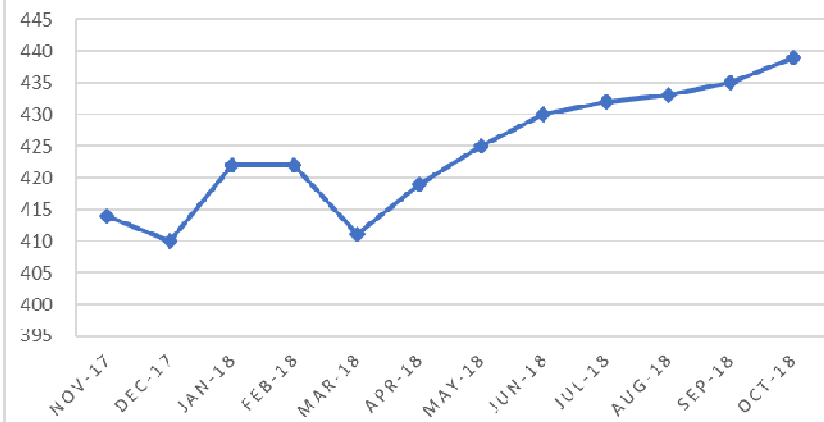
	2018												
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Darren Opsahl	55	9	13	11	15	4	1	6	4	16			134
Kriss Burns	13	7	11	6	15	11	8	45	18	12			146
Paul Highness	6	2	4	6	5	2	2	6	6	5			44
Zach Gunderson	3	8	3	12	7	10	9	2	2	7			63
	77	26	31	35	42	27	20	59	30	40			387



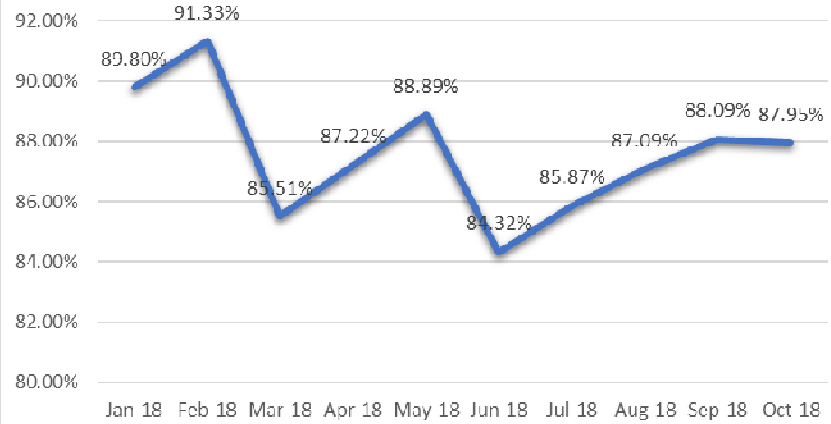
Client Retention w/ PROCare



CLIENTS W/ PROCARE



Client Retention w/o PROCare



CLIENTS W/O PROCARE

