

## Chapter Retention Totals - Nov 2004

2004	No. of Mbrs.	No. of New Members	No. of New Members/ Splits	No. of New Members/ Transfer In	Cumulative New Members	Number of Members Dropped/ Cancelled	Number of Members Transferred Out	Cumulative Lost Members	Monthly Turnover %	Actual Total Members	November Chapter Retention	Forecasted Annualized Turnover
Big Apple	433	18	0	0	18	18	1	19	4.39%	432	95.61%	31.07%
Canadian	44	4	0	0	4	4	0	4	9.09%	44	90.91%	30.10%
Central Florida	137	4	2	0	6	3	0	3	2.19%	140	97.81%	4.56%
Charlotte	50	2	0	0	2	3	0	3	6.00%	49	94.00%	26.68%
Colorado Spring	17	1	0	0	1	1	0	1	5.88%	17	94.12%	8.96%
Columbus	38	3	0	1	4	3	0	3	7.89%	39	92.11%	22.51%
Dallas/Ft. Worth	161	10	1	0	11	6	0	6	3.73%	166	96.27%	18.26%
Florida Keys	33	0	0	0	0	2	0	2	6.06%	31	93.94%	8.09%
Ft. Lauderdale	133	6	0	0	6	8	0	8	6.02%	131	93.98%	10.81%
Georgia	102	13	0	0	13	3	0	3	2.94%	112	97.06%	35.83%
Houston	38	3	0	0	3	4	0	4	10.53%	37	89.47%	32.16%
Hudson Valley	28	2	0	0	2	1	0	1	3.57%	29	96.43%	5.45%
Illinois	168	8	0	0	8	12	1	13	7.74%	163	92.26%	28.04%
Los Angeles	97	18	0	0	18	5	0	5	5.15%	110	94.85%	25.95%
Magnolia	54	11	0	0	11	7	0	7	12.96%	58	87.04%	44.79%
Maryland	53	4	0	0	4	3	0	3	5.66%	54	94.34%	27.87%
Memphis	44	5	1	0	6	1	0	1	2.27%	49	97.73%	9.41%
Mexican Caribbean	73	2	0	0	2	10	1	11	15.07%	64	84.93%	37.77%
Mexico	47	4	0	1	5	1	0	1	2.13%	51	97.87%	3.92%
Mile High	95	5	1	0	6	2	1	3	3.16%	98	96.84%	15.20%
Minnesota	29	1	0	0	1	3	0	3	10.34%	27	89.66%	33.44%
Missouri	47	1	1	0	2	3	0	3	6.38%	46	93.62%	18.29%
Nashville	21	2	0	0	2	0	0	0	0.00%	23	100.00%	20.90%
Nebraska	18	0	1	0	1	0	0	0	0.00%	19	100.00%	0.00%
New England	135	7	1	0	8	1	0	1	0.74%	142	99.26%	11.58%
Northeast Florida	53	4	0	0	4	1	0	1	1.89%	56	98.11%	9.65%
Northeast Penn	32	1	0	0	1	3	0	3	9.38%	30	90.63%	16.18%
Northern California	107	13	0	0	13	1	0	1	0.93%	119	99.07%	20.30%
Orange County	63	6	1	0	7	5	0	5	7.94%	65	92.06%	26.30%
Oregon	40	1	0	0	1	5	0	5	12.50%	36	87.50%	25.73%
Palm Beach	25	1	0	0	1	0	0	0	0.00%	26	100.00%	9.65%
Philadelphia	130	5	0	0	5	7	1	8	6.15%	127	93.85%	13.59%
Phoenix	175	9	1	1	11	8	1	9	5.14%	177	94.86%	27.06%
San Diego	102	6	0	1	7	16	0	16	15.69%	93	84.31%	37.88%
Southern Arizona	11	0	0	0	0	2	0	2	18.18%	9	81.82%	69.67%
Southwest Florida	35	0	0	0	0	3	0	3	8.57%	32	91.43%	14.33%
Vail Valley	95	3	0	0	3	8	0	8	8.42%	90	91.58%	17.92%
Vermont	13	0	0	0	0	0	0	0	0.00%	13	100.00%	25.08%
Virginias	97	3	0	0	3	3	0	3	3.09%	97	96.91%	9.65%
Washington, DC	185	13	0	0	13	8	1	9	4.86%	189	95.14%	29.21%

CHAPTER RETENTION AVERAGE

**93.93%**