

ERN April 2019 Board Meeting

Summary of Referrals

For the Month of March 2019

- 92 total sent referrals
- 84 accepted referrals
 - 64 inside
 - 20 outside
- 8 pending referrals
 - 6 inside
 - 2 outside
- 0 declined referrals
- REFERRER(S) OF THE MONTH
- Jack Elliott (11), Nick Daniels (9) – several members sent 7
- Most received referrals of the month
 - Deron Schultz (17), Larry Delp (13)
- ZERO received for the month
 - Carrie Anderson, Lamar Anderson, Knittel Ansa, Ed Bender, Tim Davis, Bev Dellinger, Louis Esola, Rob Frey, Brock Hively, James Keenan, Timothy Malloy, Annie Rotz, Liz Wonders, Mark Zeiders

YEAR TO DATE REFERRALS as March 31, 2019

- 353 total sent referrals
- 342 accepted referrals
 - 273 inside
 - 69 outside
- 10 pending referrals (1 referral was declined)
 - 7 inside
 - 3 outside
- BEST REFERRER YEAR TO DATE – Dwight Honecker (30) (1st)
 - Liz Wonders (24) (2nd); Mark Zeiders (21), Jack Elliott (21) (T-3th)
 - Larry Delp (19), Bob Reed (19) (T-5th)
- TOP 5 MOST RECEIVED YEAR TO DATE
 - Larry Delp – 40 (34 inside / 6 outside)
 - Fay Pharo-Frank – 23 (20 inside / 3 outside)
 - Deron Schultz – 52 (52 inside / 0 outside)
 - John Stauffer – 20 (12 inside / 8 outside)
- YTD – LOW COUNT OR ZERO RECEIVED
 - Carrie Anderson (0), Ed Bender (5) Bev Dellinger (0), Louis Esola (0), Rob Frey (1), Greg Hagens (6), Gary Harcourt (6), Liz Heath (0), James Keenan (0), Riggs Leach (0), Tim Malloy (0), Wilfred Ofori (1), Annie Rotz (0), Deron Schultz (6), Josh Stefanic (0)

2019 Minimum Referral Requirement Missed (needed/sent)

N/A