



GMT: **PAUL CHOR HO FAN**

Location: **CHINA**

GMT CA: **5**

**CLUBS**

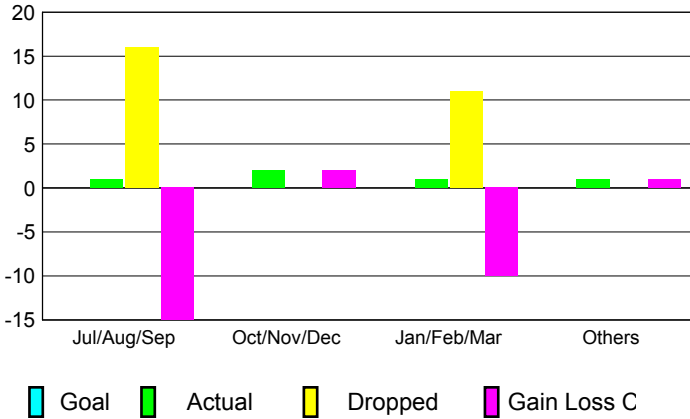
| Month            | New Club Goal | Actual New Clubs | Actual Dropped Clubs | Gain/Loss of Clubs |
|------------------|---------------|------------------|----------------------|--------------------|
| <b>2012-2013</b> |               |                  |                      |                    |
| Jul/Aug/Sep      |               | 1                | 16                   | -15                |
| Oct/Nov/Dec      |               | 2                | 0                    | 2                  |
| Jan/Feb/Mar      |               | 1                | 11                   | -10                |
| Apr/May/Jun      |               | 1                | 0                    | 1                  |
| <b>Totals</b>    |               | <b>5</b>         | <b>27</b>            | <b>-22</b>         |

**MEMBERSHIP**

| Month            | Net Memb Goal | Actual New Memb | Actual Dropped Memb | Gain/Loss of Memb |
|------------------|---------------|-----------------|---------------------|-------------------|
| <b>2012-2013</b> |               |                 |                     |                   |
| Jul/Aug/Sep      |               | 32              | 807                 | -775              |
| Oct/Nov/Dec      |               | 45              | 453                 | -408              |
| Jan/Feb/Mar      |               | 300             | 21                  | 279               |
| Apr/May/Jun      |               | 112             | 8                   | 104               |
| <b>Totals</b>    |               | <b>489</b>      | <b>1289</b>         | <b>-800</b>       |

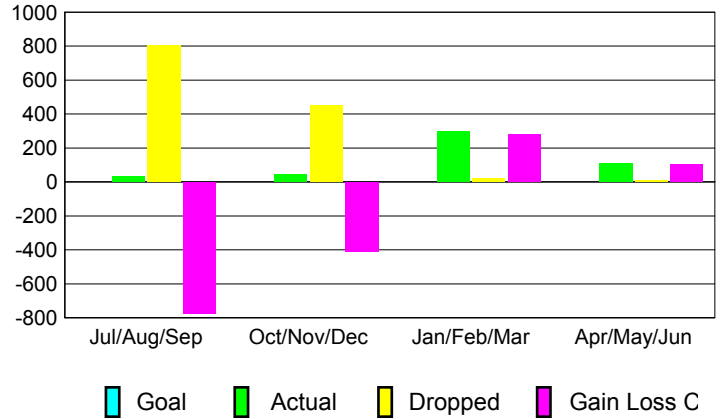
**Club Results 2012-2013**

Goal, New, Dropped, Gain/Loss



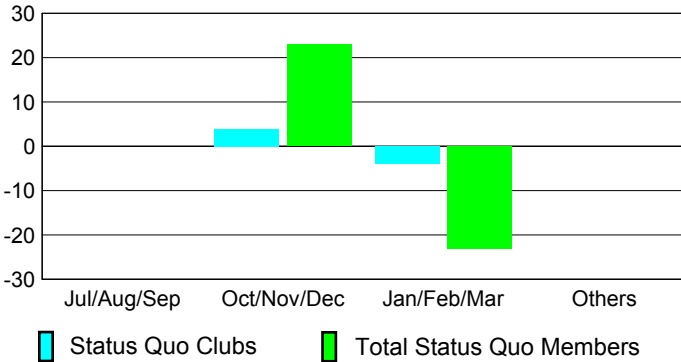
**Membership Results 2012-2013**

Goal, New, Dropped, Gain/Loss

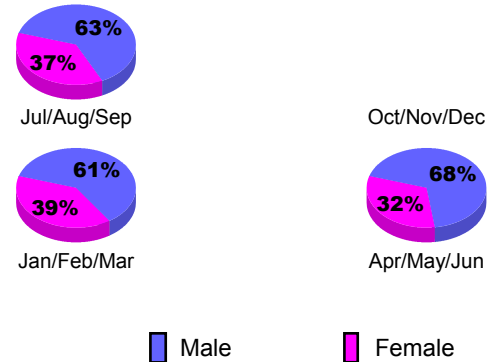


**YTD Status Quo Clubs 2012-2013**

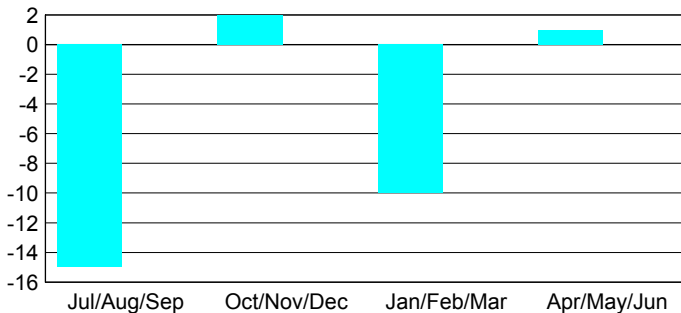
Status Quo Clubs Compared to Status Quo Members



**Gender Comparison 2012-2013**



**Club Gain/Loss 2012-2013**



**Membership Gain/Loss 2012-2013**

