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TOT. PLEDGED	TOT. PAID	DOLLAR AMOUNTS DIFFERENCE	RATE AVG.	PLEDGE AVG.	PAID AVG.	PLEDGED PAID	DIFF. % TOT.	RATE
700,057.76	431,384.18	-268673.58	61.6%	116.03	106.59	6,033	-1,986	100.0%
	0.00							67.0%
Grand Total:	431,384.18							

TOTAL for M1305 : 700,057.76

Sustaining roll-overs: 431,384.18

Grand Total: 431,384.18

BY PURPOSE...

Acquisitions	149,414.62	80,578.70	-68,835.92	53.9%	115.20	99.97	1,297	806	-491	21.3%	62.1%
Renewals	148,492.03	93,153.50	-55,338.53	62.7%	113.61	105.85	1,307	880	-427	21.2%	67.3%
Rejoins	144,919.00	80,626.00	-64,293.00	55.6%	117.15	101.41	1,237	795	-442	20.7%	64.2%
Additional Gifts	257,232.11	177,025.98	-80,206.13	68.8%	117.35	113.04	2,192	1,566	-626	36.7%	71.4%
Other	0.00	0.00	0.00	0.0%	0.00	0.00	0	0	0	0.0%	0.0%

BY RESPONSE METHOD...

PLG: On-air Pledge	604,196.12	369,958.15	-234237.97	61.2%	115.92	107.11	5,212	3,454	-1,758	86.3%	66.2%
WEB: Web Site	95,861.64	61,426.03	-34,435.61	64.0%	116.76	103.58	821	593	-228	13.6%	72.2%

by PLAN TYPE...

Lump-Sum Payments	582,529.65	430,747.10	-151782.55	73.9%	108.01	106.64	5,393	4,039	-1,354	83.2%	74.8%
Install Plans	114,501.11	637.08	-113864.03	0.5%	183.78	79.63	623	8	-615	16.3%	1.2%
E.F.T. Plans	3,027.00	0.00	-3,027.00	0.0%	178.05	0.00	17	0	-17	0.4%	0.0%
Payroll Plans	0.00	0.00	0.00	0.0%	0.00	0.00	0	0	0	0.0%	0.0%

Credit Cards

Non-Card	501,309.76	379,370.73	-121939.03	75.6%	119.53	107.99	4,194	3,513	-681	71.6%	83.7%
	198,748.00	52,013.45	-146734.55	26.1%	108.07	97.40	1,839	534	-1,305	28.3%	29.0%

Premiums Requested

	647,966.88	394,983.30	-252983.58	60.9%	125.52	116.20	5,162	3,399	-1,763	92.5%	65.8%
No Premiums	52,090.88	36,400.88	-15,690.00	69.8%	59.80	56.17	871	648	-223	7.4%	74.3%

BY GIFT SIZE...

#1	\$1.00 to	24.99	2,143.62	1,666.62	477.00	77.7%	15.64	15.43	137	108	29	0.3%	78.8%
#2	\$25.00 to	44.99	19,322.38	14,523.38	-4,799.00	75.1%	27.92	28.09	692	517	-175	2.7%	74.7%
#3	\$45.00 to	59.99	32,065.00	24,950.00	-7,115.00	77.8%	49.94	49.90	642	500	-142	4.5%	77.8%
#4	\$60.00 to	74.99	19,328.00	12,510.45	-6,817.55	64.7%	60.21	59.85	321	209	-112	2.7%	65.1%
#5	\$75.00 to	99.99	79,371.03	56,854.00	-22,517.03	71.6%	77.51	77.45	1,024	734	-290	11.3%	71.6%
#6	\$100.00 to	249.99	324,125.08	203,762.08	-120363.00	62.8%	129.18	125.70	2,509	1,621	-888	46.2%	64.6%
#7	\$250.00 to	499.99	181,312.65	88,517.65	-92,795.00	48.8%	280.23	277.48	647	319	-328	25.8%	49.3%
#8	\$500.00 to	999.99	23,990.00	15,600.00	-8,390.00	65.0%	545.22	520.00	44	30	-14	3.4%	68.1%
#9	\$1000.00 or more	18,400.00	13,000.00	-5,400.00	70.6%	1,415.38	1,444.44	13	9	-4	2.6%	69.2%	

MEDIANS - Amount Pledged: 100.00
 Amount Paid: 90.00
 Balance Due: 100.00

Median amount is the midpoint in a sorted list of dollar amounts for pledges audited by this report. For example in a list of 6,033 pledges sorted by pledge amount the 3016th record is a pledge for \$100.00