

1	Direct Leads (0-3)	1	<input type="text"/>	See Leads Evaluation Guidelines
2	Market Information Leads (0-3)	2	<input type="text"/>	See Leads Evaluation Guidelines
3	Turning in Leads (0-2)	3	<input type="text"/>	No misses = 2 pts; 1 -2 = 1 pt; 3+ = 0 pts
4	Thurs. Meetings Attendance (0-3)	4	<input type="text"/>	0-7 misses = 3 pts; 8-9 = 2 pts; 10 = 1 pt; 11+ = 0 pts
5	New Member Recruitment (0-2)	5	<input type="text"/>	Application(s) Submitted = 1 pt; Approved = 2 pts
6	Participation Factors (0-5)	6	<input type="text"/>	Score based on member feedback in review; see page for participation factors to be considered
7	Community Involvement (0-1)	7	<input type="text"/>	Score based on member feedback in review; see next page for explanation (*)
8	Membership Retention Efforts (0-1)	8	<input type="text"/>	Score based on member feedback in review

Direct Leads

# Leads	# Firms	Suggested Rating
0 - 50	0 - 25	0
51 - 200	26 - 40	1
201 - 350	41 - 60	2
351+	61 +	3

Market Information Leads

# Leads	# Categories	Suggested Rating
0 - 7	0 - 1	0
8 - 18	2	1
19 - 30	3	2
31 +	4	3

**TOTAL VALUE SCORE**

**0**

- Exceptional Member**
- 16-20**
- Member Meeting Standards**
- 10-15**
- Underperforming Member**
- 0-9**