

ERN December2023 Board Meeting

Summary of Referrals

For the Month of November 2023

- 111 total sent referrals
- 93 accepted referrals
 - 68 inside
 - 25 outside
- 18 pending referrals
 - 17 inside
 - 1 outside
- 0 declined referral
- REFERRER(s) OF THE MONTH
 - E Riggs Leach (56)
 - Dwight Honecker (25)
 - Mark Zeiders, Elizabeth Wonders (10)
- Most received referrals of the month
 - Cindy Bowman (14)
 - Deron Shultz (10)
 - Dwight Honecker (10)
- ZERO received for the month
 - Ed Bender, Carries Anderson, Cindy Bowman, Jack Elliot, Will Garcia, Michell Kelly, Danielle Kitchell Kofi Odoom, John Stauffer, Mark Zeiders, Gary Zimmerman, Jared Zoldos

YEAR TO DATE REFERRALS as November, 2023

- 2,402 total sent referrals
- 2,362 accepted referrals
 - 2,060 inside
 - 302 outside
- 21 pending referrals
 - 20 inside
 - 1 outside
- BEST REFERRER YEAR TO DATE –
 - John Stauffer (198)
 - Ty Stauffer (176)
 - Dwight Honecker (137)
- TOP 3 MOST RECEIVED YEAR TO DATE
 - Greg Engles – 198 (172 inside / 26 outside)
 - Deron Shultz – 194 (190 inside / 4 outside)
 - Nick Daniels - 156 (146 inside / 10 outside)
- YTD – ZERO RECEIVED
 - NONE!!!

2023 Minimum Referral Requirement Missed (needed/sent)

Ed Bender, Michell Kelly, Carrie Anderson, Rob Frey, Will Garcia, Jonathan Kehr, Kofi Odoom,