

Weekly VP Report

Silicon Valley BNI

For meeting 6/24/2010

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**Looking for attendance or stats spreadsheets?
Check the last few pages of this document!**

Presidents Message

Thank You!

Thank you to Candice for organizing our 1st annual golf tournament and for making us take time off from work. It was a lot of fun!

Quote of the Week:

"You make the world a better place by making yourself a better person." This quote is by Sales Consultant, Scott Sorrell.

Action of the Week:

Your action for this week is to select an area in your personal life where you can commit to making a positive change, then reflect on how that will translate to greater business success as well.

Chapter Contacts

VP Report / SiliconValleyBni.com Website Questions:

- ▣ Danielle Terrazas: danielle@colorstorystudio.com

BNI Announcements or Requests:

- ▣ Email svbnivp@gmail.com or danielle@colorstorystudio.com no later than the Monday before the meeting.

Miscellaneous Requests/Questions:

- ▣ EJ Hong: ej@ejhong.com

Speaker Scheduling:

- ▣ You are responsible for finding a sub if you can't make your assigned date.

MSP Training Dates:

- ▣ BNI-Sfbay.com – check the calendar
- ▣ SiliconValleyBNI.com – upcoming events page

Dues / BNI-SfBay Website Questions:

- ▣ Doug Dixon: ddixon@theloansource.com

Membership Questions:

- ▣ Malika Junaid: malikajunaid@mdesignsarchitects.com

VP Report

	6/24/2010	Weekly Goal	4/1-6/24 2010	10/1/09 – 6/24/10	Annual Goal
Closed Business	\$36,028	\$50,000	\$716,795	\$1,962,481	\$2,000,000
Referrals Passed	48	50	840	2442	2,500
One to Ones	29	20	431	967	1,000
Visitors	0	5	11	48	250
Attendance	79%	95%	84%	85%	95%

Visitors are identified by the Visitor Hosts, if no name is provided, it is not awarded to the member who invited them

VP Report

Closed Business:

- ▣ \$8,394 – Liz Rhodes
- ▣ \$7,607 – Jackie Bocian
- ▣ \$5,928 – Michael Weed
- ▣ \$4,096 – Janet Bocek

Referrals Given:

- ▣ 5 Referrals – Jeannie Shea
- ▣ 4 Referrals – Scott Safadi
- ▣ 3 Referrals – Frona Kahn

Chapter Minimums:

- ▣ The minimum closed business for our chapter is:
 - ☒ \$3,000 per term and \$6,000 per year.
 - ☒ For 1st year members:
 - ☒ The minimum is \$1,000 per term and \$2000 per year.
- ▣ Keep in mind that the goal for each member is \$35,000 this year in order to reach our \$2,000,000 goal for this year.

Attendance/Visitor Policy:

- ▣ Each year is split into two terms: Term 1: October - March Term 2: April – September. Within each term you are allowed 3 absences and/ or up to 3 subs to equal no more than 6 total missed days. A visitor or sub can come to the chapter UP TO 2 TIMES PER TERM. This means that someone who has not applied to be a member of our chapter cannot come to the chapter more than twice per term. If you have asked someone to sub and they have already come twice, we will allow them to come to the meeting, but you will be marked as absent. There are 2 exceptions to this rule: 1. An employee of your office may sub for you up to 6 times per term. 2. A visitor who has submitted an application may visit until their application is no longer pending.

For more detailed reports, see VP report posted on our website.

Want to be on our weekly spotlight? Go to the SV BNI website or to BNI SF Bay site for articles on how to be a superstar, or go to the educational coordinators to check out our chapter's library!

Notes to the VP Report

☒ Referral/Thank You/One-to-one Slips:

- ▣ Please write First & Last Name of people on your slips. We have multiples of names and it is difficult to know who it is for!

☒ Absence — You are marked absent if:

- ▣ You are absent and do not have a sub.
- ▣ You are not in your seat or present at 7:15 a.m. when the President begins the meeting.
- ▣ You leave before the referral bag has completely been passed around the room.

☒ Referrals Given:

- ▣ Word about stats: Are your referrals diluted? If you take your referrals given and divide it into your Closed business this will measure the effectiveness of your referrals and are they closing. It is not just the passing a slip, but CLOSING the business.

☒ Value Given:

- ▣ Do you review inside referrals vs outside? We support each other, but to grow our businesses, we must find out how to better refer to our outside contacts?

☒ One to Ones

- ▣ Please confirm who is the initiator of a one-to-one prior to turning it in. The VP will return them to you unaccounted for at the next meeting

☒ Have a question on the VP Report?

- ▣ Email the VP at svbnivp@gmail.com

Secretary/Treasurer

☑ Speaker Rotation:

- ☐ 7/1/10 – Janet Bocek, Alice Locke Chezar
- ☐ 7/8/10 – Trey McAlisterMichelle Rogers
- ☐ 7/15/10 – Jason Andrew, Wayne Morgan
- ☐ 7/22/10 – Nate Schloss, Danielle Terrazas
- ☐ 7/29/10 – Mike Prevot, Steve Pappas
- ☐ 8/5/10 – Liz Rhodes, Jackie Bocian
- ☐ 8/12/10 – George Talbot, Poppie Rodriguez

☑ What if I can't speak on my assigned date?

- ☐ It is each members responsibility to find someone to switch with if they cannot speak on their assigned date. Please do not contact leadership team to assist you with this.

☑ When will I be added to the speaker rotation?

- ☐ You will be added to the speaker rotation and website when you have successfully completed MSP. Please contact your VP when complete!

☑ Need to use the projector?

- ☐ Please go to our website to see how to request the necessary equipment or contact Wayne Morgan. If your presentation does not work, please make sure you are ready to speak without it.

☑ Please arrive between 6:30 and 6:45 a.m. to make sure that you are able to setup your presentation because your 10 minutes begin after Nate introduces you, no matter what happens.

☑ Information regarding presentations: www.siliconvalleybni.com/speaker-information

Members needing to attend MSP:

- ☐ Rob Rowe
- ☐ Please confirm you have attended. Your name will be removed from this list at that time.

For MSP training, please go to:

- ☐ www.bnifbay.com/calendar/index.php?act=calendar

Membership Committee

☒ Renewals for August:

- ☐ Jackie Bocian
- ☐ Frona Kahn
- ☐ Armando Palomar
- ☐ **Please Note: If you have received approval from the membership committee, please bring your check for \$330 on Thursday.**

☒ Renewals for September:

- ☐ Jason Andrew
- ☐ Vivien Zheng
- ☐ **Please Note: If you have received approval from the membership committee, please bring your check for \$330 on Thursday.**

☒ Please Note:

- ☐ Effective October 1, 2010 annual fees will be \$365. If you wish to renew early and pay the \$330, please contact the secretary treasurer. Renewing early does not change your renewal date, and your renewal fees are non-refundable.
- ☒ If a member is up for renewal and you have concerns, please email the Membership Committee at membershipsbn@gmail.com with your concerns.
- ☒ If you have a conflict, please try to resolve with the member, then approach the Membership Committee if it remains open.
- ☒ Please be professional at all times and treat your relationships with your fellow members with the same respect you feel you deserve. You are subject to the Code of Ethics. Consult with a membership committee member with questions.

Membership Committee

Quarterly Dues:

- ▣ \$160.00 on or before 7/1/2010
- ▣ \$180.00 after 7/1/2010
- ▣ After 7/1/2010 you will be marked absent if dues are not paid.

Just wanted to send a quick reminder:

- ▣ Please be advised of the following policy. We appreciate everyone's cooperation and please help us run a tight ship at our BNI.
 - ▣ All quarterly membership dues (\$160) are to be paid by the 1st meeting of the quarter.
 - ▣ If your dues are not received by the 1st meeting of the quarter, you will be considered late.
 - ▣ If your dues are not received by the 2nd meeting of the quarter, you will be counted as absent (even if you are present at the meeting) for every meeting until your dues are received.

Educational Resources

☒ Our chapter website

- ▣ www.siliconvalleybni.com/

☒ What you will find:

- ▣ Announcements, VP reports, Articles, Chapter Members, Links to other BNI Websites, Location

☒ Have you checked out our library?

☒ BNI San Francisco Bay Area website: www.bnisfbay.com

- ▣ You will find a wealth of information here. Forms, articles, networking tips, building yourself in your group, other chapters, rules for BNI and much more. Use it. You can click on the link from our website so you only need one bookmark

- ☒ Your user name is: bnisfbay

- ☒ Password: member

☒ BNI Official Website: <http://www.bni.com/>

- ▣ You will find resources, more articles, a store to buy things, and much more!

☒ Are you on Linked in? Please look for our group!

☒ Important Note:

- ▣ Your membership does not give you permission to email the whole group announcements, newsletters or spam. BNI rules state that we are to be respectful and follow the appropriate guidelines under spam.

- ☒ If someone has sent you an announcement, please email them privately requesting you not be included. If you do not have resolution, please submit your concerns to the membership committee at membershipsbnibay@gmail.com.

Educational Moment

📅 June 24, 2010

📅 Why do People buy?

People do not make buying decisions based on the features of a particular product or service. Buying decisions are made when the customer sees that your product or service will fulfill a particular need. If you want to educate your sales team then it is imperative to tell them what sets you apart from your competition. Let them know how you meet or exceed this need! Discuss the benefits of the product or service rather than its features!

We have heard many examples from well-respected marketing professionals like Zig Ziglar, Brian Tracy, and Dr. Ivan Misner, the Founder of BNI. For example:

- ▣ People do not buy a newspaper, they buy news.
- ▣ People do not buy a website, they buy the ability to earn passive income.
- ▣ People do not buy eyeglasses, they buy vision.
- ▣ People do not buy a lamp, they buy light and the ability to see things clearly.
- ▣ Finally, “People don’t buy a membership in an organization like BNI, they buy cooperation with people to accomplish goals that they cannot achieve on their own. Teamwork divides the effort and multiplies the effect ... that is what networking in BNI is all about” (Dr. Ivan Misner).

📅 So, when asking for referrals and explaining what sets you apart from your competition, discuss the benefits of what you offer rather than the features!

Upcoming Events

July 25: Family BBQ

- ▣ 3-6pm, Rengstorff Park in Mountain View
- ▣ More details to come.

Have an announcement to make?

Member announcements available if received by 4pm on Mondays.

PALMS Report: Silicon Valley BNI: June-24-2010

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value Given
1	K.C. Anderson	1	0	0	0	0	0	4	0	1	\$65
2	Jason Andrew	1	0	0	0	0	2	3	0	0	\$0
3	Asen Angelov	0	0	1	0	0	0	2	0	0	\$0
4	Nicol Bernhardt	1	0	0	0	0	1	1	0	0	\$0
5	Mary Blaser	1	0	0	0	0	0	0	0	1	\$0
6	Janet Bocek	0	0	0	0	1	0	0	0	0	\$4,096
7	Jacqueline Bocian	1	0	0	0	0	2	1	0	0	\$7,607
8	Bryant Busalacchi	1	0	0	0	0	1	0	0	1	\$0
9	Patricia Cunningham	1	0	0	0	0	2	1	0	0	\$0
10	Robert Davis	1	0	0	0	0	0	3	0	1	\$0
11	Susan Davis	1	0	0	0	0	0	0	0	1	\$0
12	Ron DeAngelis	0	0	0	0	1	0	0	0	0	\$732
13	Patricia Del Gavio	0	0	0	0	1	0	0	0	1	\$541
14	Doug Dixon	1	0	0	0	0	0	0	0	3	\$0
15	David Feldmeyer	0	1	0	0	0	0	0	0	0	\$0
16	Jan Fong	0	0	0	0	1	0	0	0	0	\$281
17	Ginny Hagopian	1	0	0	0	0	0	0	0	0	\$0
18	Melanie Hibbs	1	0	0	0	0	1	0	0	0	\$189
19	E.J. Hong	1	0	0	0	0	1	0	0	3	\$50
20	Kim Hunter	1	0	0	0	0	1	1	0	0	\$100
21	David Joud	1	0	0	0	0	0	0	0	1	\$189
22	John Jue	1	0	0	0	0	0	1	0	0	\$0
23	Malika Junaid	1	0	0	0	0	1	0	0	0	\$0
24	Frona Kahn	1	0	0	0	0	3	3	0	1	\$0
25	Don Khamapirad	1	0	0	0	0	0	1	0	2	\$0
26	Travis Krepelka	1	0	0	0	0	0	1	0	0	\$0
27	Gary Laine	1	0	0	0	0	0	0	0	0	\$0
28	Angela Leung	1	0	0	0	0	2	0	0	0	\$180
29	Ronald Leung	1	0	0	0	0	0	0	0	0	\$786
30	Alice Locke Chezar	1	0	0	0	0	0	0	0	0	\$0
31	Alicia Lucas	1	0	0	0	0	1	0	0	0	\$642
32	Brett Macauley	1	0	0	0	0	1	1	0	3	\$0
33	Warren McCord	1	0	0	0	0	1	1	0	0	\$0
34	Adam Meyers	1	0	0	0	0	0	1	0	0	\$0
35	Michael Mok	1	0	0	0	0	1	0	0	0	\$0
36	Wayne Morgan	0	0	0	0	1	1	1	0	0	\$389
37	Ingrid Mult	1	0	0	0	0	1	4	0	0	\$501
38	Candice Normoyle	1	0	0	0	0	1	0	0	0	\$196
39	Armando Palomar	0	1	0	0	0	0	0	0	0	\$924
40	Stephen Pappas	1	0	0	0	0	0	0	0	0	\$0
41	Kathryn Pendleton	0	1	0	0	0	0	0	0	0	\$1,500
42	Michael Prevot	1	0	0	0	0	1	3	0	1	\$45
43	Ted Ray	1	0	0	0	0	0	1	0	0	\$92
44	Krista Regedanz	1	0	0	0	0	0	0	0	1	\$0
45	Lizbeth Rhodes	1	0	0	0	0	2	0	0	0	\$8,394
46	Poppie Rodriguez	1	0	0	0	0	0	0	0	0	\$178
47	Michelle Rogers	1	0	0	0	0	2	1	0	3	\$0
48	Robert Rowe	1	0	0	0	0	0	0	0	0	\$0
49	Sooji Rugh	0	0	0	0	1	0	2	0	0	\$180
50	Scott Safadi	1	0	0	0	0	4	0	0	1	\$0
51	Nate Schloss	0	1	0	0	0	0	0	0	0	\$140
52	Jeannie Shea	1	0	0	0	0	5	3	0	0	\$160
53	Stephanie Stafford	1	0	0	0	0	2	0	0	0	\$65
54	George Talbot	1	0	0	0	0	1	0	0	0	\$281
55	Danielle Terrazas	1	0	0	0	0	0	5	0	3	\$622
56	Charmaine Tu	1	0	0	0	0	3	2	0	0	\$180
57	Michael Weed	0	1	0	0	0	0	0	0	0	\$5,928
58	Vivien Zheng	1	0	0	0	0	0	1	0	1	\$0
59	Jeanne dePolo	1	0	0	0	0	2	0	0	0	\$197
60	Trey McAlister	0	0	0	0	0	0	0	0	0	\$0
61	Visitor(s)	0	0	0	0	0	2	0	0	0	\$598
Total		47	5	1	0	6	48	48	0	29	\$36,028

Attendance 79.66%

PALMS Report: Silicon Valley BNI: Apr-01-2010 - June-24-2010

Rank	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value Given
1	Janet Bocek	9	2	0	0	2	9	19	0	1	\$54,871
2	Jacqueline Bocian	11	0	0	0	2	73	13	0	5	\$53,915
4	Lizbeth Rhodes	11	1	0	0	1	6	9	0	1	\$46,734
6	Sooji Rugh	9	0	0	0	4	6	9	0	1	\$41,099
7	Alicia Lucas	10	3	0	0	0	7	8	0	0	\$39,271
8	Michelle Rogers	10	0	0	0	3	12	6	0	12	\$35,377
9	Danielle Terrazas	12	1	0	0	0	16	26	2	11	\$28,165
10	Bryant Busalacchi	12	1	0	0	0	11	8	0	10	\$24,021
11	Brett Macauley	11	0	0	0	2	6	3	0	12	\$23,241
12	Charmaine Tu	13	0	0	0	0	33	11	0	7	\$22,997
13	Nicol Bernhardt	12	1	0	0	0	12	16	0	1	\$19,016
14	Doug Dixon	12	1	0	0	0	9	14	0	8	\$17,728
15	Warren McCord	10	2	0	0	1	2	12	0	3	\$15,343
16	Frona Kahn	9	1	0	0	3	30	14	0	5	\$13,852
17	Malika Junaid	13	0	0	0	0	20	6	1	5	\$12,658
18	Ron DeAngelis	9	1	0	0	3	4	4	0	0	\$11,869
19	Michael Prevot	13	0	0	0	0	53	87	0	19	\$11,550
20	Nate Schloss	11	2	0	0	0	10	32	0	5	\$11,464
21	Travis Krepelka	11	1	0	0	1	7	7	0	0	\$10,990
22	Margaret Barton	7	0	0	0	1	15	1	0	4	\$9,920
23	Jan Fong	9	2	0	0	2	7	9	0	5	\$9,373
24	Patricia Del Gavio	9	2	0	0	2	20	8	2	13	\$8,913
25	Melanie Hibbs	13	0	0	0	0	11	5	0	10	\$8,817
26	Israel Zehavi	8	2	0	0	0	19	5	0	3	\$8,670
27	Angela Leung	10	2	0	0	1	17	17	0	3	\$8,398
28	David Joud	11	0	0	0	2	8	7	1	17	\$8,359
29	Jeannie Shea	5	0	0	0	0	16	8	1	12	\$8,180
30	Michael Weed	10	3	0	0	0	6	11	0	7	\$8,160
31	Patricia Cunningham	10	0	0	0	3	17	4	0	11	\$6,840
32	Jason Andrew	10	2	0	0	1	20	18	0	4	\$6,828
33	Armando Palomar	11	1	0	0	1	4	10	0	0	\$6,011
34	Robert Davis	11	2	0	0	0	16	22	0	1	\$5,918
35	Ingrid Mult	10	3	0	0	0	16	22	0	3	\$5,851
36	Wayne Morgan	12	0	0	0	1	51	40	0	24	\$5,406
37	Ted Ray	6	1	0	0	0	13	4	0	2	\$5,319
38	E.J. Hong	12	0	0	0	1	11	11	1	12	\$5,025
39	Jeanne dePolo	10	0	0	3	0	10	4	0	3	\$4,871
40	George Talbot	12	0	0	0	1	6	15	0	4	\$4,209
41	Kathryn Pendleton	10	2	0	0	1	5	1	0	7	\$4,193
42	Asen Angelov	12	0	1	0	0	9	29	0	8	\$3,934
43	Candice Normoyle	10	0	0	0	3	18	12	0	1	\$3,779
44	Stephen Pappas	13	0	0	0	0	5	4	0	6	\$3,666
45	Mark Gardner	2	4	0	0	1	2	5	0	0	\$3,071
46	David Feldmeyer	9	4	0	0	0	3	25	0	6	\$2,907
47	Gary Laine	12	1	0	0	0	6	7	0	7	\$2,399
48	Stephanie Stafford	13	0	0	0	0	14	17	1	4	\$2,249
50	K.C. Anderson	8	0	0	0	0	7	19	0	16	\$1,909
49	Ronald Leung	13	0	0	0	0	7	6	0	2	\$1,925
51	Kim Hunter	11	1	0	0	1	14	8	1	7	\$1,510
52	John Jue	13	0	0	0	0	7	22	0	4	\$1,480
53	Don Khamapirad	12	1	0	0	0	6	8	0	7	\$1,427
54	Mary Blaser	11	0	0	0	2	16	10	0	8	\$1,395
55	Poppie Rodriguez	12	1	0	0	0	5	14	0	2	\$1,324
56	Yvette Gilardi	6	4	0	0	0	3	4	0	4	\$1,060
57	Adam Meyers	11	1	0	0	1	9	16	0	3	\$898
58	Ginny Hagopian	11	0	0	2	0	7	1	0	5	\$834
59	Scott Safadi	13	0	0	0	0	10	2	0	14	\$736
62	Alba Alamillo	4	2	0	0	0	0	0	0	0	\$0
60	Krista Regedanz	13	0	0	0	0	13	3	0	33	\$559
61	Vivien Zheng	10	3	0	0	0	11	11	0	6	\$357
62	Kellie Bloom	4	2	0	0	0	2	0	0	0	\$0
62	Brian Bulger	4	2	0	0	0	0	0	0	0	\$0
62	Susan Davis	11	2	0	0	0	7	6	0	5	\$0
62	Martin Gebert	5	1	0	0	0	0	0	0	0	\$0
62	Houshang Livian	5	0	0	0	0	1	0	0	1	\$0
62	Alice Locke Chezar	11	0	0	0	2	5	6	0	9	\$0
62	David Lunning	5	1	0	0	0	0	0	0	0	\$0
62	Michael Mok	7	1	0	0	0	5	5	0	7	\$0
62	George Quiring	3	3	0	0	0	0	2	0	0	\$0
62	Robert Rowe	7	1	0	0	0	8	11	0	1	\$0
62	Kelly Shewbridge	1	1	0	0	0	0	0	0	0	\$0
62	Trey McAlister	2	0	0	0	0	0	0	0	0	\$0
73	Visitor(s)	2	0	0	0	0	26	58	1	14	\$45,954
Total		690	75	1	5	49	840	837	11	431	\$716,795

Attendance

84.15%

PALMS Report: Silicon Valley BNI: Oct-01-2009 - June-24-2010

Rank	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value Given
1	Janet Bocek	26	5	0	0	5	29	80	0	6	\$140,484
2	Jacqueline Bocian	31	2	0	0	3	252	31	1	21	\$131,709
3	Michelle Rogers	26	0	0	0	10	29	39	1	29	\$128,793
4	Lizbeth Rhodes	33	2	0	0	1	30	27	0	12	\$75,072
5	George Talbot	32	2	0	0	2	19	40	1	4	\$72,729
6	Alicia Lucas	29	5	0	0	2	51	28	0	4	\$71,471
7	Sooji Rugh	28	3	0	0	5	22	26	0	6	\$64,935
8	Danielle Terrazas	33	3	0	0	0	48	69	2	31	\$52,976
9	Warren McCord	29	5	0	0	2	16	40	0	9	\$50,657
10	Bryant Busalacchi	34	2	0	0	0	33	27	0	21	\$43,868
11	Doug Dixon	33	2	0	0	1	24	55	2	15	\$43,090
12	Brett Macauley	31	0	0	0	5	34	17	2	43	\$42,963
13	Charmaine Tu	33	3	0	0	0	80	54	0	14	\$41,454
14	David Joud	31	1	0	0	4	22	17	1	43	\$38,546
15	Israel Zehavi	27	6	0	0	0	50	21	0	6	\$38,459
16	Nicol Bernhardt	32	3	0	0	1	29	30	0	5	\$33,530
17	Jan Fong	29	2	0	0	5	45	41	3	12	\$32,859
18	Melanie Hibbs	33	1	0	0	2	34	26	0	18	\$30,683
19	E.J. Hong	35	0	0	0	1	35	43	2	16	\$29,373
20	Jason Andrew	28	4	1	0	3	73	70	1	16	\$28,165
21	Alba Alamillo	21	7	0	0	1	11	12	0	2	\$26,897
22	Angela Leung	29	5	0	0	2	55	45	0	13	\$24,345
23	Ingrid Mult	30	4	2	0	0	79	93	2	7	\$24,115
24	Michael Prevot	36	0	0	0	0	98	190	1	40	\$23,819
25	Malika Junaid	31	1	0	0	4	68	20	8	14	\$22,756
26	Robert Davis	23	3	0	0	0	28	28	0	8	\$22,529
27	Nate Schloss	33	3	0	0	0	22	65	0	12	\$21,809
28	Jeanne dePolo	29	3	0	3	1	48	18	0	7	\$20,563
29	Ron DeAngelis	26	3	1	0	6	15	20	0	5	\$20,066
30	Margaret Barton	28	2	0	0	1	58	8	1	24	\$19,896
31	Don Khamapirad	31	5	0	0	0	20	27	2	12	\$18,545
32	Patricia Cunningham	31	1	0	0	4	60	12	2	39	\$17,765
33	Susan Davis	22	4	0	0	0	16	15	1	11	\$17,437
34	Frona Kahn	28	3	0	0	5	65	37	0	22	\$16,253
35	Candice Normoyle	24	3	0	0	9	61	30	0	3	\$15,535
36	Mary Blaser	31	2	0	0	3	79	24	2	13	\$15,169
37	Brian Bulger	26	3	0	0	0	12	21	0	6	\$14,601
38	Travis Krepelka	29	4	0	0	3	23	19	0	0	\$12,490
39	Armando Palomar	30	3	0	0	3	17	37	0	0	\$12,274
40	Kellie Bloom	22	3	2	0	1	37	27	0	26	\$10,589
41	Patricia Del Gavio	21	3	0	0	2	56	16	3	27	\$10,480
42	Kim Hunter	34	1	0	0	1	49	31	1	24	\$9,645
43	Stephanie Stafford	36	0	0	0	0	37	29	1	10	\$8,968
44	Poppie Rodriguez	35	1	0	0	0	21	72	0	4	\$8,946
45	David Feldmeyer	26	6	0	0	0	13	57	0	9	\$8,853
46	Michael Weed	22	4	0	0	0	16	17	0	10	\$8,315
47	Jeannie Shea	5	0	0	0	0	16	8	1	12	\$8,180
48	Yvette Gilardi	26	7	0	0	0	11	29	0	9	\$7,755
49	Kathryn Pendleton	28	5	0	0	3	17	3	0	13	\$7,288
50	Mark Gardner	19	7	0	0	4	20	25	0	1	\$6,485
51	Wayne Morgan	32	0	0	0	4	60	78	0	27	\$6,091
52	Ginny Hagopian	33	1	0	2	0	18	11	0	21	\$5,985
53	Gary Laine	33	2	0	0	1	22	25	0	18	\$5,436
54	Stephen Pappas	34	2	0	0	0	17	30	2	15	\$5,387
55	John Jue	35	0	0	0	1	19	80	1	12	\$5,354
56	Ted Ray	6	1	0	0	0	13	4	0	2	\$5,319
57	David Lunning	27	2	0	0	0	9	43	1	5	\$4,436
58	Asen Angelov	15	0	1	0	0	10	33	1	10	\$3,934
59	Ronald Leung	33	3	0	0	0	17	34	0	10	\$3,756
60	Ann Langley	4	2	0	0	0	4	1	0	0	\$2,800
61	Adam Meyers	16	1	0	0	1	12	26	0	4	\$2,618
62	Vivien Zheng	31	5	0	0	0	22	32	0	11	\$1,912
63	K.C. Anderson	8	0	0	0	0	7	19	0	16	\$1,909
64	Houshang Livian	25	3	0	0	0	10	21	0	4	\$1,171
65	Kelly Shewbridge	24	1	0	0	0	11	17	1	13	\$1,060
66	Scott Safadi	13	0	0	0	0	10	2	0	14	\$736
67	Krista Regedanz	13	0	0	0	0	13	3	0	33	\$559
68	Martin Gebert	16	12	1	0	0	4	2	0	0	\$360
69	George Quiring	24	5	0	0	0	11	23	0	4	\$177
70	Joel Robare	5	10	0	0	0	3	1	0	0	\$55
71	Alice Locke Chezar	11	0	0	0	2	5	6	0	9	\$0
71	Michael Mok	7	1	0	0	0	5	5	0	7	\$0
71	Shiva Pouyamehr	0	1	0	0	0	0	0	0	0	\$0
71	Robert Rowe	7	1	0	0	0	8	11	0	1	\$0
75	Trey McAlister	3	0	0	0	0	0	0	0	0	\$0
76	Visitor(s)	2	0	0	0	0	49	117	1	17	\$249,242
Total		1882	200	8	5	114	2442	2440	48	967	\$1,962,481

Attendance

85.20%