

ERN September 2023 Board Meeting

Summary of Referrals

For the Month of August 2023

- 99 total sent referrals
- 86 accepted referrals
 - 58 inside
 - 28 outside
- 11 pending referrals
 - 7 inside
 - 4 outside
- 2 declined referral
- REFERRER(s) OF THE MONTH
 - Greg Hagens (9)
 - Nick Daniels, Gary Harcourt, Dwight Honecker (6)
- Most received referrals of the month
 - Deron Shultz (9)
 - Greg Engles, Nick Daniels, Dwight Honecker (8)
- ZERO received for the month
 - Christopher Bevenour, Chloe Ford, Mark Zieders, Will Garcia, Mike Webb, John Stauffer, Rick Reinert, Bob Reed, Kofi Odoom

YEAR TO DATE REFERRALS as August, 2023

- 1,999 total sent referrals
- 1,950 accepted referrals
 - 1,735 inside
 - 215 outside
- 20 pending referrals
 - 20 inside
 - 10 outside
- BEST REFERRER YEAR TO DATE –
 - [John Stauffer](#) (198)
 - Ty Stauffer (176)
 - Brandi Baughman (130)
- TOP 3 MOST RECEIVED YEAR TO DATE
 - Greg Engles – 166 (146 inside / 20 outside)
 - Deron Shultz – 153 (151 inside / 2 outside)
 - John Stauffer, Nick Daniels - 127
- YTD – ZERO RECEIVED
 - NONE!!!

2023 Minimum Referral Requirement Missed (needed/sent)

N/A