



The Top Gun Club

CONGRATULATIONS TO THE TOP GUNS AND TOP TEN CLUBS

THE ZOO HEALTH CLUB

TOP GUN FOR NEW SALES:	CONCORD, NH	184
TOP GUN FOR INITIAL FEES:	DERRY, NH	\$12,693
TOP GUN FOR NEW DRAFT INCREASE:	CONCORD, NH	\$3,313

New Sales

Concord, NH	184
Oviedo, FL	131
The Woodlands, TX	125
Derry, NH	121
Charleston, SC	94
Lake Worth, FL	82
Savannah, GA	82
Manchester, NH	79
Kenner, LA	76
Epping, NH	59
Peachtree Corners. GA	53

INITIAL FEES

Derry, NH	\$12,693
Concord, NH	\$12,332
Oviedo, FL	\$ 9,069
Charleston, SC	\$ 8,580
Lake Worth, FL	\$ 8,512
The Woodlands, TX	\$ 8,264
Winter Springs, FL	\$ 4,565
Savannah, GA	\$ 4,507
Bedford, NH	\$ 4,097
Kenner, LA	\$ 3,818

NEW DRAFT INCREASE

Concord, NH	\$3,313
Savannah, GA	\$2,902
Derry, NH	\$2,403
The Woodlands, TX	\$2,287
Oviedo, FL	\$1,593
Manchester, NH	\$1,534
Charleston, SC	\$1,125
Kenner, LA	\$ 955
Epping, NH	\$ 859

MOTIVATION

“We are what we repeatedly do. Excellence then is not an act but a habit.” —Aristotle

“You miss 100% of the shots you don’t take.” — Wayne Gretzky

“I’ve missed more than 9,000 shots in my career. I’ve lost almost 300 games. Twenty-six times I’ve been trusted to take the game-winning shot and missed. I’ve failed over and over and over again in my life. And that is why I succeed.” — Michael Jordan

“People don’t buy WHAT you do, they buy WHY you do it.” — Simon Sinek