

|                 |                        |              |                        |              |
|-----------------|------------------------|--------------|------------------------|--------------|
| TERM<br>RENEWAL | 18 MONTH<br>REDEEMABLE | NEW<br>TERM  | RRSP<br>PAT            | REFERRAL/PIP |
| NEW<br>TERM     | TERM<br>RENEWAL        | ROLE-PLAY    | BUY<br>KEVIN<br>COFFEE | RRSP<br>LOAN |
| TERM<br>RENEWAL | TFSA<br>CONTRIBUTION   | <b>FREE</b>  | E-LEARNING<br>COURSE   | PRIMELINK    |
| REFERRAL/PIP    | RRSP<br>PAT            | REFERRAL/PIP | NEW<br>TFSA            | ROLE-PLAY    |
| NEW<br>TFSA     | E-LEARNING<br>COURSE   | RRSP<br>LOAN | TFSA<br>CONTRIBUTION   | NEW<br>TERM  |

|                      |                        |                 |                      |                        |
|----------------------|------------------------|-----------------|----------------------|------------------------|
| TFSA<br>CONTRIBUTION | BUY<br>KEVIN<br>COFFEE | RRSP<br>PAT     | NEW<br>TERM          | ROLE-PLAY              |
| NEW<br>TERM          | TFSA<br>CONTRIBUTION   | REFERRAL/PIP    | E-LEARNING<br>COURSE | RRSP<br>LOAN           |
| REFERRAL/PIP         | E-LEARNING<br>COURSE   | <b>FREE</b>     | PRIMELINK            | 18 MONTH<br>REDEEMABLE |
| NEW<br>TFSA          | RRSP<br>LOAN           | TERM<br>RENEWAL | NEW<br>TERM          | RRSP<br>PAT            |
| REFERRAL/PIP         | ROLE-PLAY              | TERM<br>RENEWAL | TERM<br>RENEWAL      | NEW<br>TFSA            |

|                      |                        |                        |                      |                      |
|----------------------|------------------------|------------------------|----------------------|----------------------|
| E-LEARNING<br>COURSE | RRSP<br>LOAN           | BUY<br>KEVIN<br>COFFEE | ROLE-PLAY            | E-LEARNING<br>COURSE |
| TERM<br>RENEWAL      | REFERRAL/PIP           | REFERRAL/PIP           | TERM<br>RENEWAL      | REFERRAL/PIP         |
| TERM<br>RENEWAL      | NEW<br>TERM            | <b>FREE</b>            | RRSP<br>PAT          | NEW<br>TFSA          |
| TFSA<br>CONTRIBUTION | RRSP<br>LOAN           | RRSP<br>PAT            | TFSA<br>CONTRIBUTION | NEW<br>TERM          |
| PRIMELINK            | 18 MONTH<br>REDEEMABLE | ROLE-PLAY              | NEW<br>TERM          | NEW<br>TFSA          |