

B	I	N	G	O
New \$720 donor	\$200+ IC \$200+OC	25% Bump	Lapsed\$60+ OC	5M Avg Week
1x lumps	New \$520 donor	8+ Member Night	\$400 depo +3M	Field Conversion
New \$1 000 donor	Special Appeal	FREE	\$600 depo night	5 Auth Avg Wk
5+ Auth Night	Mail Conversion	5+ Auth Night	5 Auth Avg Wk	6+ Auth Night
25% Bump OC	100% Quota Wk	Depo Hot Night	Year End Appeal	2 Recurring Night

B	I	N	G	O
Special Appeal	\$400 depo +3M	Lapsed\$60+ OC	1x lumps	8+ Member Night
25% Bump	Year End Appeal	5M Avg Week	100% Quota Wk	Field Conversion
5+ Auth Night	\$600 depo night	FREE	5 Auth Avg Wk	\$200+ IC \$200+OC
5 Auth Avg Wk	Depo Hot Night	New \$720 donor	2 Recurring Night	Mail Conversion
5+ Auth Night	6+ Auth Night	New \$1 000 donor	New \$520 donor	25% Bump OC

B	I	N	G	O
100% Quota Wk	Depo Hot Night	\$400 depo +3M	6+ Auth Night	\$600 depo night
New \$720 donor	5+ Auth Night	5+ Auth Night	New \$520 donor	5M Avg Week
New \$1000 donor	2 Recurring Night	FREE	Mail Conversion	5 Auth Avg Wk
Special Appeal	Field Conversion	Lapsed\$60+ OC	Year End Appeal	25% Bump
5 Auth Avg Wk	\$200+ IC \$200+OC	8+ Member Night	1x lumps	25% Bump OC