

|                                                           |                                                                              |                                                          |                                                      |                                               |
|-----------------------------------------------------------|------------------------------------------------------------------------------|----------------------------------------------------------|------------------------------------------------------|-----------------------------------------------|
| <b>B</b>                                                  | <b>I</b>                                                                     | <b>N</b>                                                 | <b>G</b>                                             | <b>O</b>                                      |
| thinks<br>Chicago-style<br>pizza is the<br>best           | can name<br>someone<br>in IT at<br>Bethany                                   | has been<br>to the<br>National<br>office                 | is<br>left-handed                                    | has<br>worked in<br>a fast food<br>restaurant |
| has a<br>hole in<br>their sock<br>right now               | prefers<br>Pepsi<br>over Coke                                                | is a<br>vegetarian                                       | can share<br>their favorite<br>self-care<br>practice | loves to<br>present in<br>front of a<br>group |
| traveled<br>more than<br>10 hours to<br>get to<br>Chicago | can text<br>faster<br>than a<br>teenager                                     | has spent<br>all day at<br>the hospital<br>with a client | has worked<br>at Bethany<br>10 years or<br>more      | loves to<br>cook                              |
| has worked<br>at Bethany<br>less than 6<br>months         | is in one of the<br>new Bethany<br>pregnancy<br>counseling<br>videos         | has lived<br>in 3 or<br>more<br>states                   | is Irish                                             | has a great<br>outreach<br>success<br>story   |
| knows<br>what the<br>Magnificent<br>Mile is               | has a service<br>area for<br>pregnancy<br>counseling<br>larger than<br>yours | wishes<br>they lived<br>in a big<br>city                 | has as<br>many<br>siblings<br>as you                 | has never<br>received<br>a traffic<br>ticket  |

|                                               |                                                               |                                                 |                                             |                                                          |
|-----------------------------------------------|---------------------------------------------------------------|-------------------------------------------------|---------------------------------------------|----------------------------------------------------------|
| <b>B</b>                                      | <b>I</b>                                                      | <b>N</b>                                        | <b>G</b>                                    | <b>O</b>                                                 |
| traveled more than 10 hours to get to Chicago | can text faster than a teenager                               | loves to present in front of a group            | can share their favorite self-care practice | has a great outreach success story                       |
| has as many siblings as you                   | loves to cook                                                 | has spent all day at the hospital with a client | has worked in a fast food restaurant        | is in one of the new Bethany pregnancy counseling videos |
| has a hole in their sock right now            | has been to the National office                               | is a vegetarian                                 | is Irish                                    | thinks Chicago-style pizza is the best                   |
| has worked at Bethany less than 6 months      | has a service area for pregnancy counseling larger than yours | prefers Pepsi over Coke                         | has lived in 3 or more states               | is left-handed                                           |
| knows what the Magnificent Mile is            | wishes they lived in a big city                               | has never received a traffic ticket             | can name someone in IT at Bethany           | has worked at Bethany 10 years or more                   |

|                                               |                                                          |                                                               |                                                 |                                        |
|-----------------------------------------------|----------------------------------------------------------|---------------------------------------------------------------|-------------------------------------------------|----------------------------------------|
| <b>B</b>                                      | <b>I</b>                                                 | <b>N</b>                                                      | <b>G</b>                                        | <b>O</b>                               |
| loves to cook                                 | is Irish                                                 | has a service area for pregnancy counseling larger than yours | has as many siblings as you                     | has lived in 3 or more states          |
| has a great outreach success story            | has never received a traffic ticket                      | has a hole in their sock right now                            | has spent all day at the hospital with a client | thinks Chicago-style pizza is the best |
| has worked at Bethany less than 6 months      | knows what the Magnificent Mile is                       | is a vegetarian                                               | can text faster than a teenager                 | prefers Pepsi over Coke                |
| traveled more than 10 hours to get to Chicago | is in one of the new Bethany pregnancy counseling videos | wishes they lived in a big city                               | can share their favorite self-care practice     | can name someone in IT at Bethany      |
| has worked at Bethany 10 years or more        | loves to present in front of a group                     | is left-handed                                                | has been to the National office                 | has worked in a fast food restaurant   |