

|                                             |                                                  |                                             |                                                  |                                   |
|---------------------------------------------|--------------------------------------------------|---------------------------------------------|--------------------------------------------------|-----------------------------------|
| Referral<br>from<br>Teller Line             | Member who<br>has another<br>bank credit<br>card | Mining<br>for Gold                          | New Credit<br>Card<br>Application                | New Credit<br>Card<br>Application |
| Mining<br>for Gold                          | Referral<br>from<br>Teller Line                  | New Credit<br>Card<br>Application           | Member who<br>has another<br>bank credit<br>card | New Credit<br>Card<br>Application |
| Referral<br>from<br>Teller Line             | Referral<br>from<br>Teller Line                  | <b>FREE</b>                                 | Member<br>with<br>Cabela's<br>Card               | New App<br>booked<br>same day     |
| New App<br>from Cross<br>Sell Phone<br>Call | Referral<br>from<br>Teller Line                  | New App<br>from Cross<br>Sell Phone<br>Call | New App<br>booked<br>same day                    | New Credit<br>Card<br>Application |
| Mining<br>for Gold                          | Member<br>with<br>Cabela's<br>Card               | New Credit<br>Card<br>Application           | Referral<br>from<br>Teller Line                  | Mining<br>for Gold                |

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|---------------------------------------------|--------------------------------------------------|-----------------------------------|------------------------------------|--------------------------------------------------|
| Referral<br>from<br>Teller Line             | Member who<br>has another<br>bank credit<br>card | New Credit<br>Card<br>Application | Mining<br>for Gold                 | New Credit<br>Card<br>Application                |
| Mining<br>for Gold                          | Referral<br>from<br>Teller Line                  | New Credit<br>Card<br>Application | Member<br>with<br>Cabela's<br>Card | New Credit<br>Card<br>Application                |
| New App<br>from Cross<br>Sell Phone<br>Call | Member<br>with<br>Cabela's<br>Card               | <b>FREE</b>                       | New App<br>booked<br>same day      | Member who<br>has another<br>bank credit<br>card |
| New App<br>booked<br>same day               | New Credit<br>Card<br>Application                | Referral<br>from<br>Teller Line   | Mining<br>for Gold                 | Referral<br>from<br>Teller Line                  |
| New App<br>from Cross<br>Sell Phone<br>Call | New Credit<br>Card<br>Application                | Referral<br>from<br>Teller Line   | Referral<br>from<br>Teller Line    | Mining<br>for Gold                               |

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|---------------------------|-----------------------------------------|-----------------------------------------|-----------------------------|-----------------------------|
| Member with Cabela's Card | New Credit Card Application             | Member who has another bank credit card | New Credit Card Application | Member with Cabela's Card   |
| Referral from Teller Line | New App from Cross Sell Phone Call      | New App from Cross Sell Phone Call      | Referral from Teller Line   | New Credit Card Application |
| Referral from Teller Line | Mining for Gold                         | <b>FREE</b>                             | Referral from Teller Line   | New App booked same day     |
| Referral from Teller Line | New Credit Card Application             | New Credit Card Application             | Referral from Teller Line   | Mining for Gold             |
| New App booked same day   | Member who has another bank credit card | New Credit Card Application             | Mining for Gold             | Mining for Gold             |