

Inside the Circle

Exclusively for Crystal & Platinum Members of TASC's Blue Circle!

What's News

Sales

• We added a new Microbusiness niche Regional Sales Director, Mark Grunden. Mark will be focused exclusively on developing BizPlan in the Realtor industry.

On-Line

• We accept a new BizPlan application on-line. Prospective Clients will be guided through the process of qualification to application submittal including payment via credit card (e-check soon). Next steps include bringing this application into the AgriPlan website and improving the experience, as well as developing a Web Partner Program with wholesalers and retailers.

Operations

• Here are some interesting FlexSystem Forfeiture facts for our 2007 Plan Year Clients (7,199): over 86 percent had a positive or \$0 balance, with an average check return of \$1,413. Fewer than 14 percent had a negative balance, and their average invoice was \$653.

Miscellaneous

• TASC's CEO, Dan Rashke is a regional finalist in the Entrepreneur of the Year (EOY) Program. The EOY Program honors entrepreneurs whose ingenuity, hard work and innovation have created successful and growing businesses. Selected as a finalist in the Upper Midwest region, Dan will attend the Upper Midwest Award Gala held in Minneapolis, Minnesota on June 5, 2008.

TASC Facts

(Facts shown are for the previous month unless indicated.)

Total YTD Sales **\$1,604,701**

Incoming Calls **27,532**

Average Call Wait Time **0:31 mins**

Total Corrective Action Requests **174**

TASC High Five

1. Ranae Wilson	\$25,607
2. Eric Hermann	\$20,420
3. Amy Sandersfeld	\$19,387
4. Daniel Burns	\$17,559
5. Melvin Hays	\$17,502

-as of May 16, 2008

Odom's Observations

- by Ken Odom, Vice President of Sales

The 2008 edition of the TASC Provider Incentive Program (PIP) Convention is in the books, and once again we have put on a great show! If you have never attended one of our Conventions, you don't know what you are missing!

This year we spent an incredible week in Sonoma Valley, California. Our opening reception featured wine tasting, fresh oysters, and a great opportunity to visit with our top Providers of 2007. A panel discussion capitalized on the considerable experience of our talented assembly of Providers. And our Annual Chairman of the Board Award Ceremony held at the Cline Cellars Winery was a once-in-a-lifetime experience!

In between these organized events, our attendees kept very busy just relaxing! There was the hotel's incredible spa, outstanding winery tours, hikes through redwood forests, trips to the beautiful northern Californian coast, and amazing hot-air balloon rides.

Something for everyone...that's the "usual" at our annual convention. And we are already working on next year's gathering, to be held in Cancun, Mexico. Are you working on qualifying?

Good selling!

