

AIS MEMBERSHIP INCOME PROJECTION FY 2007

MONTH	SA	ST	DA	DT	YB	YNB	SAOS	STOS	DAOS	DTOS	AFFILIATE	TOTAL 1	% by Month	TOTAL 2
OCT	27	10	5	1	6	37		2		1		89	1.59%	85
NOV	24	3	5		6	5		1				44	0.79%	42
DEC	482	449	138	122	37	25	4	25	1	2		1285	22.97%	1221
JAN	52	14	16	4	1	28	1	1				117	2.09%	111
FEB	64	5	12	5	4	9						99	1.77%	94
MAR	49	10	8	2	2	4						75	1.34%	71
APR	31	20	2	3	3	17					179	255	4.56%	242
MAY	25	30	3	1	7	2	1					69	1.23%	66
JUN	77	17	10	3	4	2	1	2				116	2.07%	110
JUL	30	17	8	5	3	6	3	2				74	1.32%	70
AUG	84	20	9	2	3	7	1	1				127	2.27%	121
SEP	18	17	5			2		1				43	0.77%	41
% Total Mbshp	17.21%	10.94%	3.95%	2.65%	1.36%	2.57%	0.20%	0.63%	0.02%	0.05%	3.20%	42.78%	42.78%	
OCT	\$675	\$600	\$150	\$75	\$54	\$185	\$0	\$130	\$0	\$80	\$0	\$1,949	2.28%	\$1,852
NOV	\$600	\$180	\$150	\$0	\$54	\$25	\$0	\$65	\$0	\$0	\$0	\$1,074	1.26%	\$1,020
DEC	\$12,050	\$26,940	\$4,140	\$9,150	\$333	\$125	\$120	\$1,625	\$35	\$160	\$0	\$54,678	63.96%	\$51,944
JAN	\$1,300	\$840	\$480	\$300	\$9	\$140	\$30	\$65	\$0	\$0	\$0	\$3,164	3.70%	\$3,006
FEB	\$1,600	\$300	\$360	\$375	\$36	\$45	\$0	\$0	\$0	\$0	\$0	\$2,716	3.18%	\$2,580
MAR	\$1,225	\$600	\$240	\$150	\$18	\$20	\$0	\$0	\$0	\$0	\$0	\$2,253	2.64%	\$2,140
APR	\$775	\$1,200	\$60	\$225	\$27	\$85	\$0	\$0	\$0	\$0	\$2,685	\$5,057	5.92%	\$4,804
MAY	\$625	\$1,800	\$90	\$75	\$63	\$10	\$30	\$0	\$0	\$0	\$0	\$2,693	3.15%	\$2,558
JUN	\$1,925	\$1,020	\$300	\$225	\$36	\$10	\$30	\$130	\$0	\$0	\$0	\$3,676	4.30%	\$3,492
JUL	\$750	\$1,020	\$240	\$375	\$27	\$30	\$90	\$130	\$0	\$0	\$0	\$2,662	3.11%	\$2,529
AUG	\$2,100	\$1,200	\$270	\$150	\$27	\$35	\$30	\$65	\$0	\$0	\$0	\$3,877	4.53%	\$3,683
SEP	\$450	\$1,020	\$150	\$0	\$0	\$10	\$0	\$65	\$0	\$0	\$0	\$1,695	1.98%	\$1,610
\$ by Type	\$24,075	\$36,720	\$6,630	\$11,100	\$684	\$720	\$330	\$2,275	\$35	\$240	\$2,685	\$85,494		\$81,219
% by Type	28.16%	42.95%	7.75%	12.98%	0.80%	0.84%	0.39%	2.66%	0.04%	0.28%	3.14%	100.00%	100.00%	

The numbers are based on existing renewals and assumes no growth in the membership base. (5,594 members)

That is as many members will drop out or die as are recruited. Given the current trend that assumption is optimistic at best. Total 1 reflects this.

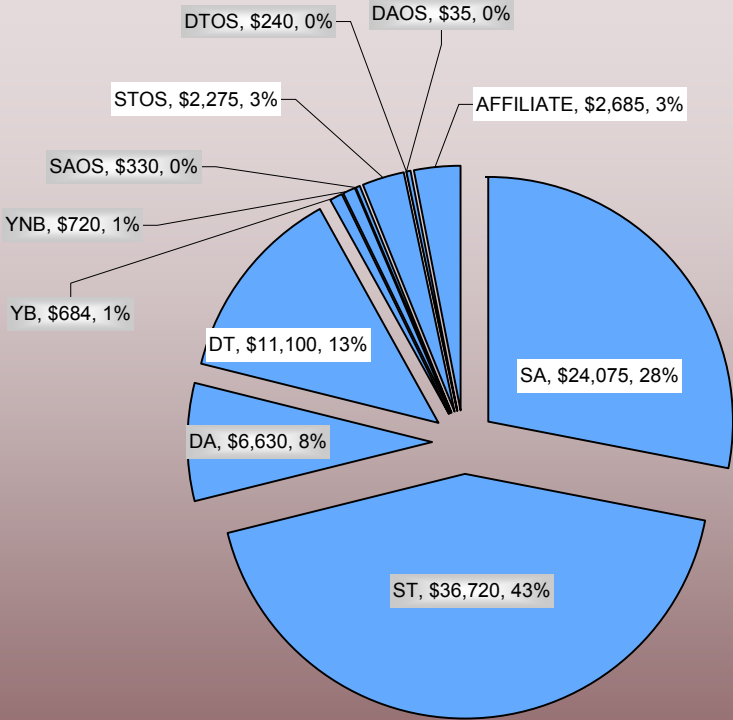
Total 2 assumes a 5% loss in membership spread evenly over the year. This is in line with what we have been seeing over the past decade.

As a result of the Triennial offer this last year 141 Annual members upgraded to Triennial. This resulted in \$6,345 additional dollars flowing in FY 2006. It should be remembered that this will negate \$7,050 from these members in the next two years.

The following sheet shows in chart form where the income is coming from.

AIS MEMBERSHIP INCOME PROJECTION FY 2007

SA	ST	DA	DT	YB	YNB	SAOS	STOS	DAOS	DTOS	AFFILIATE
\$24,075	\$36,720	\$6,630	\$11,100	\$684	\$720	\$330	\$2,275	\$35	\$240	\$2,685



Where the Money is coming from