

MANNATECH INC.

PURGING IN 2022

Part I - with David Wood

WHAT???

What is a Purge?

A Purge is a removal of all inactive Associates who **have not renewed** their accounts and **have not placed a product order in two years**. Additionally, all Preferred Customer positions that **have not purchased any products within two years** will be purged from our records. Beginning January, 2022, we will remove all inactive Associate and Preferred Customer positions, globally on a Monthly basis.

What happens?

After commissions run and checks post around the 15th of a month, the I.T. Department will begin to remove the accounts as mentioned above. **The Purge will be completed by Month End**. The results could bring about an increased number of legs which could lead to more leader development without any additional Downline Point Volume (DPV) or Commissionable Volume (CV) contribution. All positions that were sponsored by the purged positions will be moved under the next active position in the line of sponsorship. This could potentially increase the number of legs for the active Associates (reverse leg consolidation).

WHY???

Why Purge?



- Breathes “new life” into our database.
- Streamline data to maximize efficiencies.
- Equip Leaders to reconnect with, and re-engage, former high consumers.

WHO???

Who needs this Purge Training?

- All Associates not ordering or renewing in two years.
- All Associates with Personally Enrolled/Sponsored Customers.
- All Associates with a Downline Team.
- Leaders wanting to re-engage their Team and their Business!
- Anyone in Mannatech that is unaware of the Purge.



PAST

When did Mannatech Purge?



| Purge Date | Purged Account Count |
|------------|----------------------|
| 2/20/2016 | 2,349,486 |
| 2/20/2017 | 25,816 |
| 5/25/2019 | 404,502 |
| 7/18/2020 | 102,161 |

PRESENT

Will we be ready for the next **Purge** in January, 2022?



- ✓ We all need to do at least two things, which is covered here in **Part I**.
 - a) Capture the picture of my Organization before the Purge occurs so I can benefit both myself and my Team.
 - b) Store that Data in a safe place (preferably two places).

- ✓ Leaders will take advantage of this and seize the opportunity which is covered in **Part II** to increase retention, and maximize their Business Opportunities.

FUTURE

Since MANNATECH INC. will begin to **Purge** every month in 2022, this training (**PART I**) applies each month after Commission Runs.

- ✓ We recommend doing the simple steps covered in this training in the first couple of weeks in a Month.



EMPOWERMENT TRAINING

Let's begin **PART I** of our Training and remember, this is for everyone! If you don't do anything else, get "Part I" done so you are ready to roll!

PART 1 – For EVERYONE

- Capture and save your team data.

PART 2 – For LEADERS

- Engage your Leadership team.
- Prioritize your contact strategy.



OUR TASK

Capture Your Team Data



GENEALOGY REPORT

Mannatech Success Tracker
Your High-Touch Business Builder

News Center Success Watcher Reports Graphs

United States
TOP GUN-REI

Logout
Success Tracker
Introduction
Customize my Success Tracker
Reports Overview
Associate Search
Associate Detail
Organizational Profile
2015 Mayan Riviera Challenge
Leadership Incentive
Genealogy
Renewal
Recognition
Marketing
Early Warning
Bonus Opportunity
Bonus Qualification
Bonus Recognition

Home

Current BP 2015-11 is from Sep 26, 2015 to Oct 23, 2015
Information provided is as of 11:30 AM (CST) on Oct 13, 2015

[Customize my Success Tracker](#)

Top Stories -

- << [Dr.Nugent: Defy the Aging Process by Feeding Your Skin from the Inside](#)
- << [Success with Mannatech is More Than Skin Deep](#)
- << [Top 10 Reasons to Attend MannaFest 2016](#)
- << [Mannatech named to Direct Selling News' Global 100](#)
- << [Additional News Articles...](#)

Congratulations!

| | |
|--|-----------------------------|
| You have 3212 new Associates and/or Members in the business period | View Report |
| You have 662 new Directors in the business period | View Report |
| You have 713 Associates in your organization who subscribed to Success Tracker in the previous business period | View Report |

Click on "Genealogy" to open these reports.

MANNATECH

CUSTOMIZATION STEPS

The screenshot shows a web application interface with a top navigation bar containing 'News Center', 'Success Watcher', 'Reports', and 'Graphs'. Below this, there are tabs for 'United States' and 'TOP GUN-REI'. A left sidebar menu lists various options, with 'Genealogy' highlighted in a red box. The main content area is titled 'Genealogy' and contains a help link, 'Show Report' and 'Show Standard Report' buttons, and a form for customization. The form includes a 'Country' dropdown set to 'United States', an 'Enter Account Number' field with '123' entered, and a 'Step 2' section with various input fields for criteria like Name, City, State, Sponsor Name, Enroller Name, Enroller Account Number, How many levels deep?, and Level 1 Leg Numbers. At the bottom right of the form are radio buttons for 'Include' and 'Exclude'. Three orange callout boxes provide instructions: one pointing to the 'Genealogy' menu item, one pointing to the 'Country' and 'Account Number' fields, and one pointing to the 'Step 2' section.

News Center Success Watcher Reports Graphs

United States

TOP GUN-REI

Logout
Success Tracker
Introduction
Customize my Success Tracker
Reports Overview
Associate Search
Associate Detail
Organizational Profile
2015 Mayan Riviera Challenge
Leadership Incentive
Genealogy
Genealogy
Unilateral Diagram - Tree View
Unilateral Genealogy Diagram

Genealogy

Click on "Genealogy"

Genealogy

? [CLICK HERE](#) for a Description of this Report and Business Tips for this Report

Show Report Show Standard Report

Step 1: (Optional) Change the Associate who is at the top level of the report

Country: United States

Enter Account Number:
(This associate will remain at the top level for all reports until you select another associate's account number)

123

Step 2: Customize the criteria (or rules) by which people will be selected.

Name Starts With
City State
State or Province
Sponsor Name
Enroller Name
Enroller Account Number
How many levels deep?
Level 1 Leg Numbers
(separate leg number by ",", eg. 1,2,3)

Include
Exclude

Step 1: Enter YOUR Country and Account # – or the Account of your downline Leader.

Skip Steps 2 & 3, Scroll down to Step 4

MANNATECH

STEP #4

Step 4: Click on "Selected Columns" to select the columns you will like the report to show

The screenshot shows a web application interface with a sidebar on the left and a main content area. The sidebar contains a list of navigation items, including 'Logout', 'Success Tracker', 'Introduction', 'Customize my Success Tracker', 'Reports Overview', 'Associate Search', 'Associate Detail', 'Organizational Profile', '2015 Mayan Riviera Challenge', 'Leadership Incentive', 'Genealogy', 'Renewal', 'Recognition', 'Marketing', 'Early Warning', 'Bonus Opportunity', 'Bonus Qualification', 'Bonus Recognition', 'Accufax/Starbuilder', 'Internal Use Only', 'Saved Report Specifications', 'All Qualified Presidentials', 'Contact From Qualified Presidentials', 'Contact My Downline', 'Comp Plan', and 'Help Menu'. The main content area is titled 'CLICK HERE for a Description of this R...' and contains several steps for generating a report. Step 1 is 'Change the Associate v...', Step 2 is 'Customize the criteria (or rules) by...', Step 3 is 'Customize the order in which people will be listed.', and Step 4 is 'Customize the columns to be displayed'. Step 4 includes a 'Selected Columns' button. Step 5 is 'Choose the data format if you want to print or download the report; otherwise it will be displayed on your screen as a web page:'. An orange callout box with the text 'Step 4: Click on "Selected Columns" to select the columns you will like the report to show' has two arrows pointing to the 'Selected Columns' button and the 'Sort by' dropdown menu.

Logout
Success Tracker
Introduction
Customize my Success Tracker
Reports Overview
Associate Search
Associate Detail
Organizational Profile
2015 Mayan Riviera Challenge
Leadership Incentive
Genealogy
Renewal
Recognition
Marketing
Early Warning
Bonus Opportunity
Bonus Qualification
Bonus Recognition
Accufax/Starbuilder
Internal Use Only
Saved Report Specifications
All Qualified Presidentials
Contact From Qualified Presidentials
Contact My Downline
Comp Plan
Help Menu

[CLICK HERE for a Description of this R...](#)

Show Report Show Standard

Step 1: (Optional) Change the Associate v...
Country: [Dropdown]
Enter Account Number: [Text]
(This associate will remain at the top level for all reports until you select another associate's account number.)

Step 2: Customize the criteria (or rules) by:
Name [Text]
City [Text] Starts With [Dropdown]
State or Province [Text] Starts With [Dropdown]
Sponsor Name [Text] Starts With [Dropdown]
Enroller Name [Text] Starts With [Dropdown]
Enroller Account Number [Text]
How many levels deep? [Text]
Level 1 Leg Numbers (separate leg number by ",", eg. 1,2,3) [Text] Include Exclude
Limit the number of results to: (leaving this blank will return all results) 900000

Step 3: Customize the order in which people will be listed.
Sort by: Genealogy Order Ascending Descending
(Optional) Then by: None Ascending Descending
(Optional) Then by: None Ascending Descending

Step 4: Customize the columns to be displayed
Selected Columns

Step 5: Choose the data format if you want to print or download the report; otherwise it will be displayed on your screen as a web page:

CUSTOMIZATION STEPS

News Center **Success Watcher** **Report**

United States
TOP GUN-REI

Logout
Success Tracker
Introduction
Customize my Success Tracker
Reports Overview
Associate Search
Associate Detail
Organizational Profile

Challenge

- Leadership Incentive
- Genealogy
 - Genealogy
 - Unilateral Diagram - Tree View
 - Unilateral Genealogy Diagram
 - Renewal
 - Recognition
 - Marketing
 - Early Warning
 - Bonus Opportunity
 - Bonus Qualification

To remove a column from your report, deselect it by clicking in the box next to remove the check. To include a column, select it by clicking in the box to display a check. When finished choosing, click on the Continue to Next Step Button.

- Select/ Deselect All
- Account Number:
- Country
- Name
- Last Name:
- First Name:
- Business Name
- Account Number & Country
- Name & Location
- Name & Address
- Address 1
- Address 2
- City
- State or Province
- Postal Code
- Sponsor Name
- Sponsor Account Number
- Sponsor Country

Check the "Select/ Deselect All" Check Box to get it ALL.

Scroll all the way down

ON TO STEP #5

After checking your
selections,
Click here!

Choose one of the buttons below:

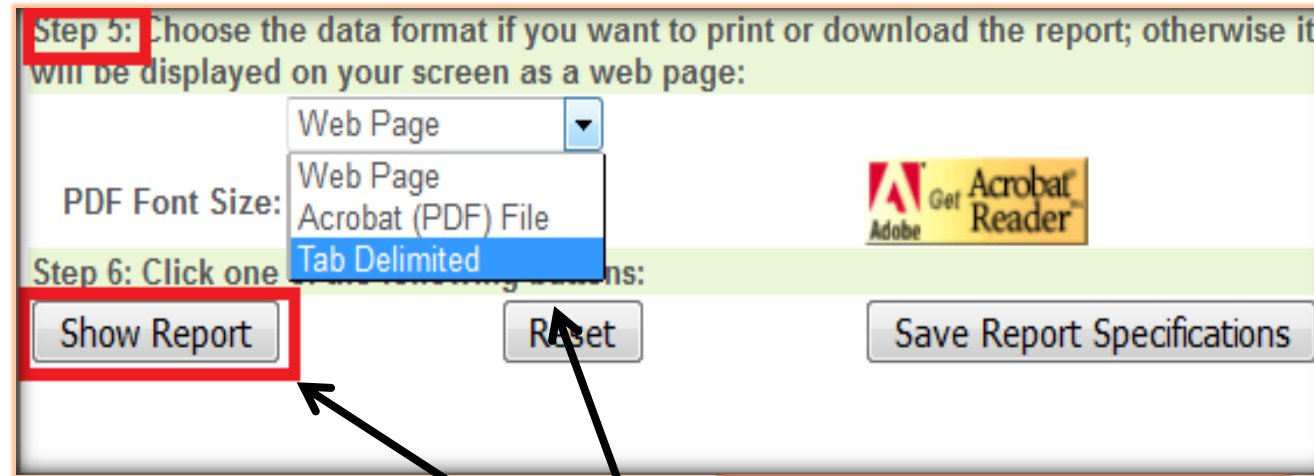
[Contact Us](#) | [Terms/Privacy](#)

HOW DO YOU WANT IT?

Step 5: Choose the data format if you want to print or download the report; otherwise it will be displayed on your screen as a web page:

PDF Font Size: Web Page
Web Page
Acrobat (PDF) File
Tab Delimited

Step 6: Click one of the following buttons:



Step 5: Change the data format from Web Page to Tab Delimited! Then, click “Show Report” in Step 6.

RAW DATA

| Account Number | Name | Enroller Name | Phone Numbers | Term | Enrollment Level | Current Leadership | |
|----------------|-----------|---------------|---------------|--------------|------------------|--------------------|-----|
| 727 | Associate | Associate | | N | All Star | 0 0 | |
| 720 | Associate | Associate | 999-999-9999 | N | Customer | 0 0 | |
| 17246 | Associate | Associate | 817-595-3694 | Y | Customer | 0 0 | |
| 17247 | Associate | Associate | 817-595-3694 | Y | Customer | 0 0 | |
| 17248 | Associate | Associate | 817-595-3694 | Y | Customer | 0 0 | |
| 17249 | Associate | Associate | 817-595-3694 | Y | Customer | 0 0 | |
| 17250 | Associate | Associate | 817-595-3694 | Y | Customer | 0 0 | |
| 29939 | Associate | Associate | 214-601-2692 | N | Customer | 0 0 | |
| 29943 | Associate | Associate | 214-601-2692 | N | Customer | 0 0 | |
| 29944 | Associate | Associate | 214-723-1717 | N | Customer | 0 0 | |
| 34876 | Associate | Associate | 214-723-8945 | N | Customer | 0 0 | |
| 722 | Associate | Associate | 999-999-9999 | N | Master | 0 0 | |
| 17155 | Associate | Associate | 817-595-3694 | N | Master | 0 0 | |
| 17153 | Associate | Associate | 817-595-3694 | N | Master | 0 0 | |
| 17156 | Associate | Associate | 817-595-3694 | N | Master | 0 0 | |
| 17158 | Associate | Associate | 817-595-3694 | N | Master | 0 0 | |
| 17163 | Associate | Associate | 817-595-3694 | N | Master | 0 0 | |
| 17164 | Associate | Associate | 817-595-3694 | N | Master | 0 0 | |
| 484557 | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 | |
| 484560 | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 | |
| 484561 | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 | |
| 484566 | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 | |
| 484567 | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 | |
| 724 | Associate | Associate | | | | 0 0 | |
| 1337 | Associate | Associate | | | | 0 0 | |
| 2213 | Associate | Associate | | | | 0 0 | |
| 17149 | Associate | Associate | | | | 0 0 | |
| 17150 | Associate | Associate | | | | 0 0 | |
| 17151 | Associate | Associate | | | | 0 0 | |
| 17154 | Associate | Associate | | | | 0 0 | |
| 484526 | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 | |
| 484530 | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 | |
| 484534 | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 | |
| 484536 | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 | |
| 484539 | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 | |
| 3030537 | Associate | Associate | | | | 0 0 | |
| 725 | Associate | Associate | 903-595-0354 | N | Customer | 0 0 | |
| 1231 | Associate | Associate | 999-999-9999 | Y | Customer | 0 0 | |
| 1232 | Associate | Associate | 999-999-9999 | Y | Master | 0 0 | |
| 986 | Associate | Associate | 817-649-1321 | 214-641-8829 | N | Master | 0 0 |
| 484511 | Associate | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 |
| 484515 | Associate | Associate | 972-355-5281 | 972-355-5281 | Y | Master | 0 0 |

The report will list the columns you selected and will look similar to this...

SELECTION



Click on "Edit" and select "Select All"

| File | Edit | Format | View | Help | Enrollment Name | Phone Numbers | Term | Enrollment Level | Current Leadership |
|--------|------------|--------|------|------|-----------------|---------------------------|------|------------------|-----------------------|
| 727 | Undo | Ctrl+Z | | | ssociate | | N | All Star | Presidential Platinum |
| 720 | | | | | ssociate | 999-999-9999 | N | Customer | 0 0 |
| 172 | Cut | Ctrl+X | | | ssociate | 817-595-3694 | Y | Customer | 0 0 |
| 172 | | | | | ssociate | | | omer | 0 0 |
| 172 | Copy | Ctrl+C | | | ssociate | | | mer | 0 0 |
| 172 | Paste | Ctrl+V | | | ssociate | | | mer | 0 0 |
| 172 | | | | | ssociate | | | mer | 0 0 |
| 299 | Delete | Del | | | ssociate | | | mer | 0 0 |
| 299 | | | | | ssociate | | | mer | 0 0 |
| 299 | Find... | Ctrl+F | | | ssociate | | | mer | 0 0 |
| 348 | Find Next | F3 | | | ssociate | | | mer | 0 0 |
| 722 | Replace... | Ctrl+H | | | ssociate | | | r | 0 0 |
| 171 | Go To... | Ctrl+G | | | ssociate | | | r | 0 0 |
| 171 | | | | | ssociate | | | r | 0 0 |
| 171 | | | | | ssociate | | | r | 0 0 |
| 171 | | | | | ssociate | | | r | 0 0 |
| 171 | Select All | Ctrl+A | | | ssociate | 817-595-3694 | N | Master | 0 0 |
| 484 | | | | | ssociate | 817-595-3694 | N | Master | 0 0 |
| 484 | Time/Date | F5 | | | ssociate | 72-355-5281 972-355-5281 | Y | Master | 0 0 |
| 725 | | | | | ssociate | 72-355-5281 972-355-5281 | Y | Master | 0 0 |
| 725 | Associate | | | | Associate | 903-595-0354 | N | Customer | 0 0 |
| 1231 | Associate | | | | Associate | 999-999-9999 | Y | Customer | 0 0 |
| 1232 | Associate | | | | Associate | 999-999-9999 | Y | Master | 0 0 |
| 986 | Associate | | | | Associate | 817-649-1321 214-641-8829 | N | Master | 0 0 |
| 484511 | Associate | | | | Associate | 972-355-5281 972-355-5281 | Y | Master | 0 0 |
| 484515 | Associate | | | | Associate | 972-355-5281 972-355-5281 | Y | Master | 0 0 |

COPY

The screenshot shows a software application window with a menu bar (File, Edit, Format, View, Help) and a list of data. The data is organized into columns: Account Number, Name, Enroller Name, Phone Numbers, Term, Enrollment Level, and Current Leaders. A context menu is open over the list, with 'Copy' selected. An arrow points from a text box to the 'Copy' option.

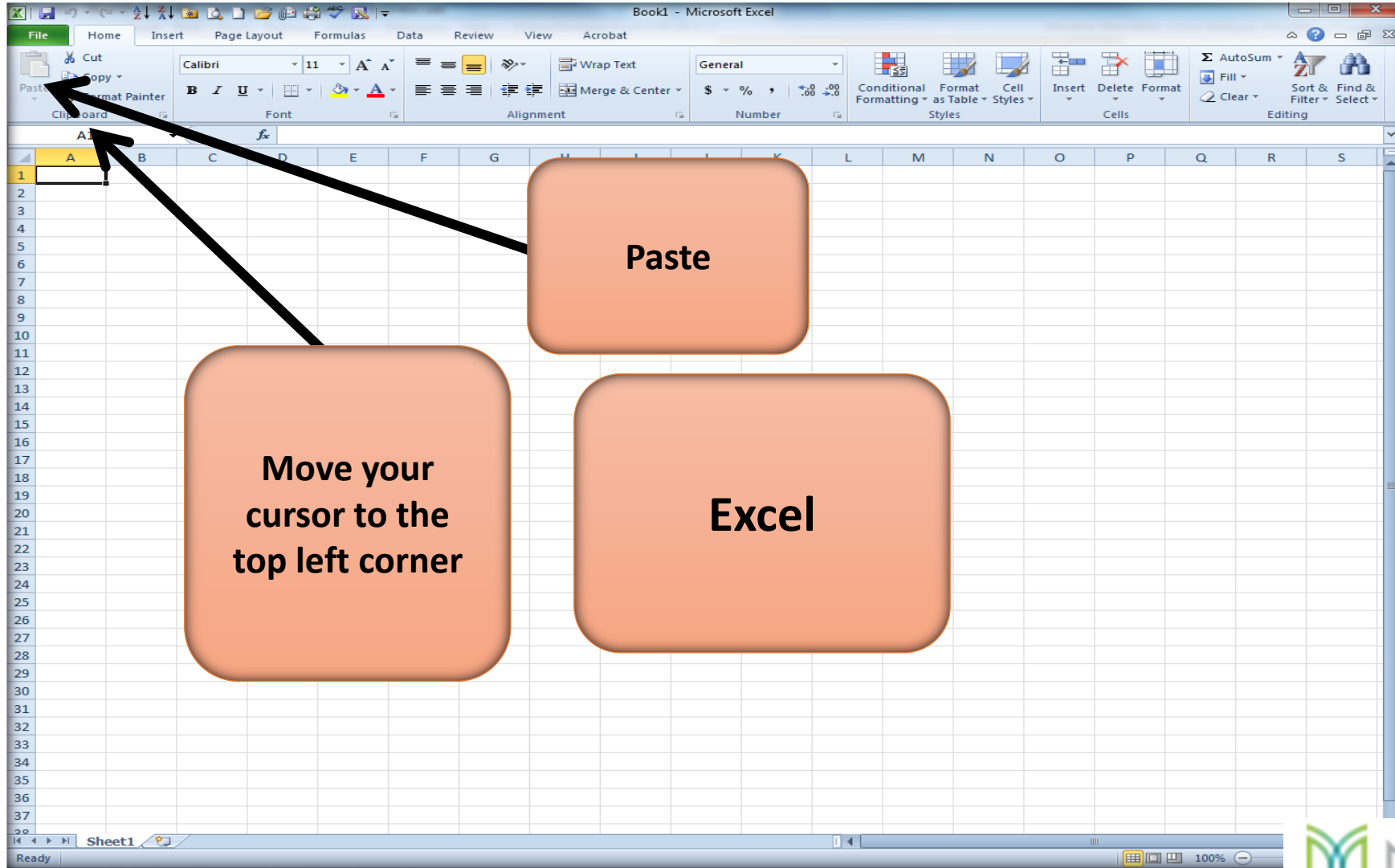
| Account Number | Name | Enroller Name | Phone Numbers | Term | Enrollment Level | Current Leaders |
|----------------|-----------|---------------|---------------------------|------|------------------|-----------------------|
| 727 | Associate | Associate | | N | All Star | Presidential Platinum |
| 720 | Associate | Associate | 999-999-9999 | N | Customer | 0 0 |
| 17246 | Associate | Associate | 817-595-3694 | Y | Customer | 0 0 |
| 17247 | Associate | Associate | 817-595-3694 | Y | Customer | 0 0 |
| 17248 | Associate | Associate | 817-595-3694 | Y | Customer | 0 0 |
| 17249 | Associate | Associate | 817-595-3694 | Y | Customer | 0 0 |
| 17250 | Associate | Associate | 817-595-3694 | Y | Customer | 0 0 |
| 29939 | Associate | Associate | 214-601-2692 | | | |
| 29943 | Associate | Associate | 214-601-2692 | | | |
| 29944 | Associate | Associate | 214-723-1717 | | | |
| 34876 | Associate | | | | | |
| 722 | Associate | | | | | |
| 17155 | Associate | | | | | |
| 17153 | Associate | | | | | |
| 17156 | Associate | | | | | |
| 17158 | Associate | | | | | |
| 17163 | Associate | | | | | |
| 17164 | Associate | | | | | |
| 484557 | Associate | | | Y | Master | 0 0 0 |
| 484560 | Associate | | | Y | Master | 0 0 0 |
| 484561 | Associate | | | Y | Master | 0 0 0 |
| 484566 | Associate | | | Y | Master | 0 0 0 |
| 484567 | Associate | | | Y | Master | 0 0 0 |
| 724 | Associate | | | N | Master | 0 0 0 |
| 1337 | Associate | | | N | Master | 0 0 0 |
| 2213 | Associate | | | N | Master | 0 0 0 |
| 17149 | Associate | | | N | Master | 0 0 0 |
| 17150 | Associate | | 817-595-3694 | N | Master | 0 0 0 |
| 17151 | Associate | | 817-595-3694 | N | Master | 0 0 0 |
| 17154 | Associate | | 817-595-3694 | N | Master | 0 0 0 |
| 484526 | Associate | | 972-355-5281 972-355-5281 | Y | Master | 0 0 0 |
| 484530 | Associate | | 972-355-5281 972-355-5281 | Y | Master | 0 0 0 |
| 484534 | Associate | | 972-355-5281 972-355-5281 | Y | Master | 0 0 0 |
| 484536 | Associate | | 972-355-5281 972-355-5281 | Y | Master | 0 0 0 |
| 484539 | Associate | | 972-355-5281 972-355-5281 | Y | Master | 0 0 0 |
| 3030537 | Associate | | 214-896-3256 | Y | Customer | 0 0 0 |
| 725 | Associate | | 903-595-0354 | N | Customer | 0 0 0 |
| 1231 | Associate | | 999-999-9999 | Y | Customer | 0 0 0 |
| 1232 | Associate | | 999-999-9999 | Y | Master | 0 0 0 |
| 986 | Associate | | 817-649-1321 214-641-8829 | N | Master | 0 0 0 |
| 484511 | Associate | | 972-355-5281 972-355-5281 | Y | Master | 0 0 0 |
| 484515 | Associate | | 972-355-5281 972-355-5281 | Y | Master | 0 0 0 |

Context Menu Options:

- Undo
- Cut
- Copy**
- Paste
- Delete
- Select All
- Right to left Reading order
- Show Unicode control characters
- Insert Unicode control character
- Open IME
- Reconversion

After selecting "All", you will "Copy" the entire list and paste on an EXCEL Sheet

PASTE



YOU GOT IT!

The screenshot shows a Microsoft Excel spreadsheet with the following data:

| Account | Country | Physical L | Phone Nu | Term | Enrollment | Current L | Highest L | Auto | Orde | Career | Pu | Last Orde | Next Automatic | Order Date |
|---------|---------|------------|-----------|------|------------|------------|------------|------|------|--------|-------|-----------|----------------|-------------|
| 2328 | USA | 0 | 239-431-5 | N | All Star | Presidenti | Presidenti | Y | | | 32501 | 2015-10 | | OCT 16 2015 |
| 318 | USA | 1 | 603-623-1 | N | Customer | | | N | | | 13242 | 2002-11 | | |
| 1444 | USA | 2 | 603-623-1 | N | Customer | | | N | | | 954 | 2002-01 | | |
| 1908 | USA | 3 | 603-623-4 | N | Customer | | | N | | | 1253 | 1995-04 | | |
| 2356 | USA | 4 | 603-485-5 | N | Customer | | | N | | | 30 | 2000-11 | | |
| 12570 | USA | 5 | 603-485-5 | N | Customer | | | N | | | 560 | 1995-02 | | |
| 2015 | USA | 3 | 603-654-7 | N | Customer | | | N | | | 8942 | 2011-13 | | |
| 2347 | USA | 4 | 603-434-5 | N | Customer | | | N | | | 0 | - | | |
| 2353 | USA | 4 | 603-898-4 | N | Customer | | | N | | | 2397 | 1999-02 | | |
| 2739 | USA | 5 | 603-889-4 | N | Customer | | | N | | | 0 | - | | |
| 8190 | USA | 5 | 603-889-5 | N | Customer | | | N | | | 15 | 1995-03 | | |
| 27381 | USA | 5 | 603-483-2 | N | Customer | | | N | | | 292 | 1996-06 | | |
| 27719 | USA | 5 | 603-898-4 | N | Customer | | | N | | | 0 | - | | |
| 30256 | USA | 5 | 603-886-1 | N | Customer | | | N | | | 0 | - | | |
| 32381 | USA | 5 | 508-977-9 | N | Customer | | | N | | | 296 | 1995-05 | | |
| 29233 | USA | 4 | 713-493-3 | N | Customer | | | N | | | 0 | - | | |
| 37808 | USA | 4 | 603-622-1 | N | Customer | | | N | | | 313 | 1996-09 | | |
| 121632 | USA | 5 | 617-382-5 | N | Customer | | | N | | | 57 | 1996-06 | | |
| 37976 | USA | 4 | 603-626-3 | N | Customer | | | N | | | 4740 | 2000-09 | | |
| 77747 | USA | 5 | 603-641-1 | N | Customer | | | N | | | 437 | 1998-05 | | |
| 118086 | USA | 6 | 603-669-4 | N | Customer | | | N | | | 3971 | 2001-13 | | |
| 170654 | USA | 5 | 603-437-2 | N | Customer | | | N | | | 0 | - | | |
| 61289 | USA | 4 | 603-641-8 | N | Customer | | | N | | | 0 | - | | |
| 75983 | USA | 4 | 603-432-4 | N | Customer | | | N | | | 228 | 1996-06 | | |
| 121281 | USA | 4 | 603-894-2 | N | Customer | | | N | | | 1429 | 1999-03 | | |
| 240482 | USA | 4 | 999-999-9 | N | Customer | | | N | | | 0 | - | | |
| 2209 | USA | 3 | 603-669-9 | N | Customer | | | N | | | 1365 | 1995-06 | | |
| 5620 | USA | 4 | 603-647-1 | N | Customer | | | N | | | 0 | - | | |
| 2940 | USA | 3 | 603-641-2 | N | Customer | | | N | | | 0 | - | | |
| 1907 | USA | 2 | 401-942-1 | N | Customer | | | N | | | 2028 | 1995-03 | | |
| 1909 | USA | 3 | 705-337-9 | N | Customer | | | N | | | 0 | - | | |
| 4849 | USA | 4 | 303-458-8 | N | Customer | | | N | | | 438 | 1995-07 | | |
| 15162 | USA | 5 | 303-429-8 | N | Customer | | | N | | | 0 | - | | |
| 2503 | USA | 3 | 401-322-0 | N | Customer | | | N | | | 0 | - | | |
| 2638 | USA | 3 | 714-468-7 | N | Customer | | | N | | | 0 | - | | |

Excel after Pasting

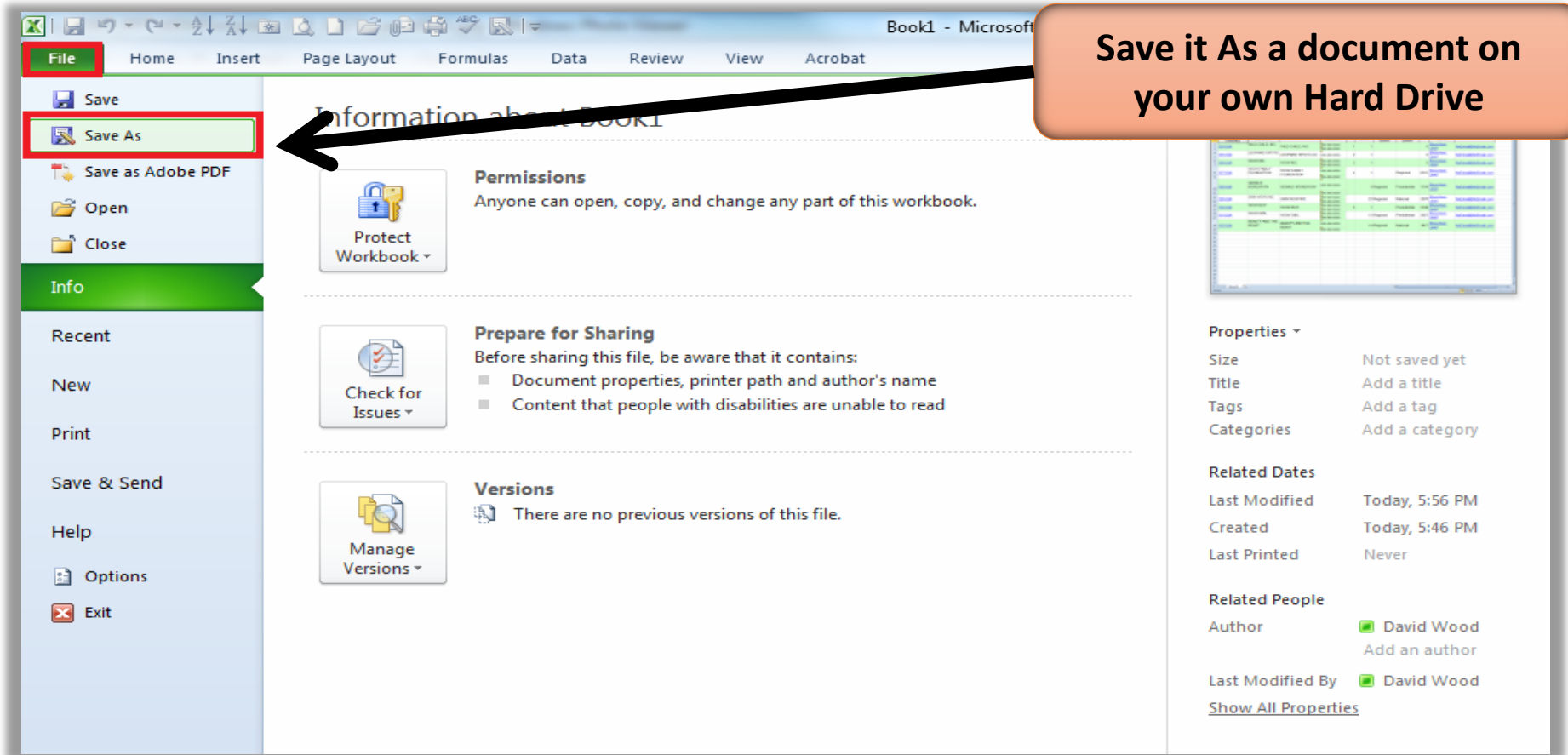
SAVE IT!

The screenshot shows a Microsoft Excel spreadsheet with the following data:

| Account | Country | Physical L | Phone Nu | Term | Enrollment | Current L | Highest L | Auto | Career Pu | Last Order | Next Automatic | Order Date |
|---------|---------|------------|-----------|------|------------|------------|------------|------|-----------|------------|----------------|-------------|
| 2323 | USA | 0 | 239-431-5 | N | All Star | Presidenti | Presidenti | Y | 32501 | 2015-10 | | OCT 16 2015 |
| 319 | USA | 1 | 603-623-1 | N | Customer | | | N | 13242 | 2002-11 | | |
| 1444 | USA | 2 | 603-623-1 | N | Customer | | | N | 954 | 2002-01 | | |
| 1908 | USA | 3 | 603-623-4 | N | Customer | | | N | 1253 | 1995-04 | | |
| 2356 | USA | 4 | 603-485-5 | N | Customer | | | N | 30 | 2000-11 | | |
| 12570 | USA | 5 | 603-485-5 | N | Customer | | | N | 560 | 1995-02 | | |
| 2015 | USA | 3 | 603-654-7 | N | Customer | | | N | 8942 | 2011-13 | | |
| 2347 | USA | 4 | 603-434-5 | N | Customer | | | N | 0 | - | | |
| 2353 | USA | 4 | 603-898-4 | N | Customer | | | N | 2397 | 1999-02 | | |
| 2739 | USA | 5 | 603-889-4 | N | Customer | | | N | 0 | - | | |
| 8190 | USA | 5 | 603-889-5 | N | Customer | | | N | 15 | 1995-03 | | |
| 27381 | USA | 5 | 603-483-2 | N | Customer | | | N | 292 | 1996-06 | | |
| 27719 | USA | 5 | 603-898-4 | N | Customer | | | N | 0 | - | | |
| 30256 | USA | 5 | 603-886-1 | N | Customer | | | N | 0 | - | | |
| 32381 | USA | 5 | 508-977-9 | N | Customer | | | N | 296 | 1995-05 | | |
| 29233 | USA | 4 | 713-493-3 | N | Customer | | | N | 0 | - | | |
| 37808 | USA | 4 | 603-622-1 | N | Customer | | | N | 313 | 1996-09 | | |
| 121632 | USA | 5 | 617-382-5 | N | Customer | | | N | 57 | 1996-06 | | |
| 37976 | USA | 4 | 603-626-3 | N | Customer | | | N | 4740 | 2000-09 | | |
| 77747 | USA | 5 | 603-641-1 | N | Customer | | | N | 437 | 1998-05 | | |
| 118086 | USA | 6 | 603-669-4 | N | Customer | | | N | 3971 | 2001-13 | | |
| 170654 | USA | 5 | 603-437-2 | N | Customer | | | N | 0 | - | | |
| 61289 | USA | 4 | 603-641-8 | N | Customer | | | N | 0 | - | | |
| 75983 | USA | 4 | 603-432-4 | N | Customer | | | N | 228 | 1996-06 | | |
| 121281 | USA | 4 | 603-894-2 | N | Customer | | | N | 1429 | 1999-03 | | |
| 240482 | USA | 4 | 999-999-9 | N | Customer | | | N | 0 | - | | |
| 2209 | USA | 3 | 603-669-9 | N | Customer | | | N | 1365 | 1995-06 | | |
| 5620 | USA | 4 | 603-647-1 | N | Customer | | | N | 0 | - | | |
| 2940 | USA | 3 | 603-641-2 | N | Customer | | | N | 0 | - | | |
| 1907 | USA | 2 | 401-942-1 | N | Customer | | | N | 2028 | 1995-03 | | |
| 1909 | USA | 3 | 705-337-9 | N | Customer | | | N | 0 | - | | |
| 4849 | USA | 4 | 303-458-8 | N | Customer | | | N | 438 | 1995-07 | | |
| 15162 | USA | 5 | 303-429-8 | N | Customer | | | N | 0 | - | | |
| 2503 | USA | 3 | 401-322-0 | N | Customer | | | N | 0 | - | | |
| 2638 | USA | 3 | 714-468-7 | N | Customer | | | N | 0 | - | | |

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