

Partnership

5/31/2021	New	Renewals	Total	Goal 2021	% of Goal	New	Made Goal Dates					
						Salon	25%	50%	75%	90%	100%	101%
Alabama #8	2	48	50	56	89.29%		√	√	√			
Arizona #31	8	121	129	140	92.14%		√	√	√	√		
Arkansas #47		52	52	55	94.55%			√		√		
California #1		191	191	205	93.17%		√	√	√	√		
Connecticut #19	5	59	64	39	164.10%			√	√	√	√	√
Florida #7	2	64	66	76	86.84%		√	√	√			
Idaho #28		37	37	39	94.87%		√	√	√	√		
Illinois #21	9	237	246	269	91.45%		√	√	√			
Indiana #11	6	179	185	194	95.36%		√	√	√	√		
Kansas #5		63	63	88	71.59%			√				
Kentucky #48	1	63	64	65	98.46%		√					
Louisiana #12	2	14	16	15	106.67%				√	√	√	√
Maryland #39		32	32	25	128.00%		√		√	√	√	√
Massachusetts #35		28	28	28	100.00%		√	√	√	√	√	
Michigan #2	4	92	96	137	70.07%							
Missouri #26	1	142	143	166	86.14%		√	√	√			
Montana #29	1	60	61	59	103.39%		√	√	√	√	√	√
Nebraska #9	2	122	124	145	85.52%		√	√	√			
Nevada #18	1	30	31	31	100.00%			√	√	√	√	
New Hampshire #34		53	53	57	92.98%			√		√		
New Jersey #4		112	112	164	68.29%		√					
New York #13	5	186	191	203	94.09%					√		
Ohio #23	4	150	154	185	83.24%							
Oregon #42		34	34	37	91.89%		√	√	√	√		
Pennsylvania #20	4	110	114	119	95.80%		√	√	√	√		
Rhode Island #15		17	17	20	85.00%			√	√			
South Dakota #3		48	48	48	100.00%		√	√	√	√	√	
Texas #32	2	128	130	166	78.31%		√	√				
Virginia #37	1	17	18	30	60.00%							
Washington #41	3	133	136	160	85.00%		√	√	√			
Total (30)	63	2622	2685	3021	88.88%							