

O6 RESERVE OFFICER FY2021 PROMOTION PHASING PLAN

URL/RL/Staff Phasing Plan		15.0%	20.0%	25.0%	30.0%	35.0%	40.0%	45.0%	50.0%	55.0%	70.0%	85.0%	100.0%			
Competitive Category		1 Oct 20	1 Nov 20	1 Dec 20	1 Jan 21	1 Feb 21	1 Mar 21	1 Apr 21	1 May 21	1 Jun 21	1 Jul 21	1 Aug 21	1 Sep 21	Total	Selects	Comp Cat
FTS URL	Monthly	3	1	1	0	1	1	1	1	1	3	2	3	18	18	FTS URL
	TO DATE	3	4	5	5	6	7	8	9	10	13	15	18			
	% to Date	16.7%	22.2%	27.8%	27.8%	33.3%	38.9%	44.4%	50.0%	55.6%	72.2%	83.3%	100.0%			
FTS HR	Monthly	1	0	0	1	0	0	0	1	0	1	0	1	5	5	FTS HR
	TO DATE	1	1	1	2	2	2	2	3	3	4	4	5			
	% to Date	20.0%	20.0%	20.0%	40.0%	40.0%	40.0%	40.0%	60.0%	60.0%	80.0%	80.0%	100.0%			
FTS SUP	Monthly	1	0	0	0	0	0	0	0	0	0	1	0	2	2	FTS SUP
	TO DATE	1	1	1	1	1	1	1	1	1	1	2	2			
	% to Date	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	100.0%	100.0%			
FTS AMDO	Monthly	1	0	0	0	0	0	0	0	0	0	0	0	1	1	FTS AMDO
	TO DATE	1	1	1	1	1	1	1	1	1	1	1	1			
	% to Date	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%			
SELRES URL	Monthly	13	4	4	5	4	4	4	5	4	13	12	13	85	85	SELRES URL
	TO DATE	13	17	21	26	30	34	38	43	47	60	72	85			
	% to Date	15.3%	20.0%	24.7%	30.6%	35.3%	40.0%	44.7%	50.6%	55.3%	70.6%	84.7%	100.0%			
SELRES EDO	Monthly	1	0	0	1	0	0	0	1	0	1	0	1	5	5	SELRES EDO
	TO DATE	1	1	1	2	2	2	2	3	3	4	4	5			
	% to Date	20.0%	20.0%	20.0%	40.0%	40.0%	40.0%	40.0%	60.0%	60.0%	80.0%	80.0%	100.0%			
SELRES AEDO	Monthly	1	0	0	0	0	0	0	1	0	0	1	0	3	3	SELRES AEDO
	TO DATE	1	1	1	1	1	1	1	2	2	2	3	3			
	% to Date	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	66.7%	66.7%	66.7%	100.0%	100.0%			
SELRES AMDO	Monthly	1	0	0	0	0	0	0	0	0	0	0	0	1	1	SELRES AMDO
	TO DATE	1	1	1	1	1	1	1	1	1	1	1	1			
	% to Date	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%			
SELRES IP	Monthly	1	0	0	0	0	0	0	0	0	0	1	0	2	2	SELRES IP
	TO DATE	1	1	1	1	1	1	1	1	1	1	2	2			
	% to Date	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	100.0%	100.0%			
SELRES CW	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	SELRES CW
	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			
	% to Date	25.0%	25.0%	25.0%	25.0%	25.0%	50.0%	50.0%	50.0%	50.0%	75.0%	75.0%	100.0%			
SELRES SSO	Monthly	1	1	0	0	1	0	1	0	0	2	1	1	8	8	SELRES SSO
	TO DATE	1	2	2	2	3	3	4	4	4	6	7	8			
	% to Date	12.5%	25.0%	25.0%	25.0%	37.5%	37.5%	50.0%	50.0%	50.0%	75.0%	87.5%	100.0%			
SELRES INTEL	Monthly	2	0	1	1	0	1	0	1	1	1	2	2	12	12	SELRES INTEL
	TO DATE	2	2	3	4	4	5	5	6	7	8	10	12			
	% to Date	16.7%	16.7%	25.0%	33.3%	33.3%	41.7%	41.7%	50.0%	58.3%	66.7%	83.3%	100.0%			
SELRES PAO	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	SELRES PAO
	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			
	% to Date	0	0	0	0	0	1	1	1	1	1	1	1			
SELRES OCN	Monthly	1	0	0	0	0	0	0	0	0	0	0	0	1	1	SELRES OCN
	TO DATE	1	1	1	1	1	1	1	1	1	1	1	1			
	% to Date	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%			
SELRES LDO(L)	Monthly	1	0	0	0	0	0	0	0	0	0	0	0	1	1	SELRES LDO(L)
	TO DATE	1	1	1	1	1	1	1	1	1	1	1	1			
	% to Date	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%			

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URL/RL/Staff Phasing Plan		15.0%	20.0%	25.0%	30.0%	35.0%	40.0%	45.0%	50.0%	55.0%	70.0%	85.0%	100.0%			
Competitive Category		1 Oct 20	1 Nov 20	1 Dec 20	1 Jan 21	1 Feb 21	1 Mar 21	1 Apr 21	1 May 21	1 Jun 21	1 Jul 21	1 Aug 21	1 Sep 21	Total	Selects	Comp Cat
SELRES MC	Monthly	3	1	1	0	1	1	1	1	1	3	2	3	18	18	SELRES MC
	TO DATE	3	4	5	5	6	7	8	9	10	13	15	18			
	% to Date	16.7%	22.2%	27.8%	27.8%	33.3%	38.9%	44.4%	50.0%	55.6%	72.2%	83.3%	100.0%			
SELRES DC	Monthly	1	0	0	1	0	0	0	1	0	1	0	1	5	5	SELRES DC
	TO DATE	1	1	1	2	2	2	2	3	3	4	4	5			
	% to Date	20.0%	20.0%	20.0%	40.0%	40.0%	40.0%	40.0%	60.0%	60.0%	80.0%	80.0%	100.0%			
SELRES MSC	Monthly	1	0	0	0	0	0	0	1	0	0	1	0	3	3	SELRES MSC
	TO DATE	1	1	1	1	1	1	1	2	2	2	3	3			
	% to Date	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	66.7%	66.7%	66.7%	100.0%	100.0%			
SELRES JAG	Monthly	1	0	1	0	0	1	0	1	0	1	1	1	7	7	SELRES JAG
	TO DATE	1	1	2	2	2	3	3	4	4	5	6	7			
	% to Date	14.3%	14.3%	28.6%	28.6%	28.6%	42.9%	42.9%	57.1%	57.1%	71.4%	85.7%	100.0%			
SELRES NC	Monthly	1	1	0	0	1	0	1	0	0	2	1	1	8	8	SELRES NC
	TO DATE	1	2	2	2	3	3	4	4	4	6	7	8			
	% to Date	12.5%	25.0%	25.0%	25.0%	37.5%	37.5%	50.0%	50.0%	50.0%	75.0%	87.5%	100.0%			
SELRES SC	Monthly	2	0	1	0	1	0	1	0	1	1	2	1	10	10	SELRES SC
	TO DATE	2	2	3	3	4	4	5	5	6	7	9	10			
	% to Date	20.0%	20.0%	30.0%	30.0%	40.0%	40.0%	50.0%	50.0%	60.0%	70.0%	90.0%	100.0%			
SELRES CHC	Monthly	1	0	0	1	0	0	0	1	0	1	0	1	5	5	SELRES CHC
	TO DATE	1	1	1	2	2	2	2	3	3	4	4	5			
	% to Date	20.0%	20.0%	20.0%	40.0%	40.0%	40.0%	40.0%	60.0%	60.0%	80.0%	80.0%	100.0%			
SELRES CEC	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	SELRES CEC
	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			
	% to Date	25.0%	25.0%	25.0%	25.0%	25.0%	50.0%	50.0%	50.0%	50.0%	75.0%	75.0%	100.0%			
SELRES HR	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	SELRES HR
	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			
	% to Date	25.0%	25.0%	25.0%	25.0%	25.0%	50.0%	50.0%	50.0%	50.0%	75.0%	75.0%	100.0%			
SELRES LDO(S)	Monthly	0	0	0	0	0	0	0	0	0	0	0	0	0	0	SELRES LDO(S)
* No board held	TO DATE	0	0	0	0	0	0	0	0	0	0	0	0			
	% to Date	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!			
SELRES FAO	Monthly	1	0	0	0	0	0	0	0	0	0	1	0	2	2	SELRES FAO
	TO DATE	1	1	1	1	1	1	1	1	1	1	2	2			
	% to Date	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	100.0%	100.0%			
TOTAL	MONTH	42	8	9	10	9	12	9	15	8	34	27	33	216	218	ALL
TOTAL	TO DATE	42	50	59	69	78	90	99	114	122	156	183	216			
Monthly % TO DATE		19.4%	23.1%	27.3%	31.9%	36.1%	41.7%	45.8%	52.8%	56.5%	72.2%	84.7%	100.0%			
Checksum																
RL/Staff		15.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	15.00%	15.00%	15.00%	100.00%		
Cumulative		15.0%	20.0%	25.0%	30.0%	35.0%	40.0%	45.0%	50.0%	55.0%	70.0%	85.0%	100.0%			

All SELRES and FTS non-URL (HR/AMDO/SUPPLY) Promotion Phasing: 15% for October (Merit Reorder), 5% for eight months, then 15% for three months

FTS URL promote with their Running Mate

Approximate FTS URL is AC Phasing: 3% for eleven months, then 67% for one month