

O4 RESERVE OFFICER FY2022 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 21	1 Nov 21	1 Dec 21	1 Jan 22	1 Feb 22	1 Mar 22	1 Apr 22	1 May 22	1 Jun 22	1 Jul 22	1 Aug 22	1 Sep 22	Total	Selects	Comp Cat
FTS HR	Monthly	1	0	1	0	0	0	1	0	0	1	1	1	6	6	FTS HR
	TO DATE	1	1	2	2	2	2	3	3	3	4	5	6			
	% to Date	16.7%	16.7%	33.3%	33.3%	33.3%	33.3%	50.0%	50.0%	50.0%	66.7%	83.3%	100.0%			
FTS SUP	Monthly	1	0	0	0	0	1	0	0	0	0	0	1	3	3	FTS SUP
	TO DATE	1	1	1	1	1	2	2	2	2	2	2	FALSE			
	% to Date	33.3%	33.3%	33.3%	33.3%	33.3%	66.7%	66.7%	66.7%	66.7%	66.7%	66.7%	0.0%			
FTS AMDO	Monthly	1	0	0	0	0	0	0	1	0	0	1	0	3	3	FTS AMDO
	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 URL	Monthly	35	12	12	11	12	12	11	12	12	35	35	35	234	234	SELRES URL
	TO DATE	35	47	59	70	82	94	105	117	129	164	199	234			
	% to Date	15.0%	20.1%	25.2%	29.9%	35.0%	40.2%	44.9%	50.0%	55.1%	70.1%	85.0%	100.0%			
SELRES EDO	Monthly	2	0	1	0	1	0	1	0	1	1	2	1	10	10	SELRES EDO
	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 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	1	0	0	0	1	0	1	4	4	SELRES AMDO
	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 IP	Monthly	2	0	1	0	1	0	1	1	0	2	1	2	11	11	SELRES IP
	TO DATE	2	2	3	3	4	4	5	6	6	8	9	11			
	% to Date	18.2%	18.2%	27.3%	27.3%	36.4%	36.4%	45.5%	54.5%	54.5%	72.7%	81.8%	100.0%			
SELRES CW	Monthly	2	1	0	1	1	0	1	1	0	2	2	2	13	13	SELRES CW
	TO DATE	2	3	3	4	5	5	6	7	7	9	11	13			
	% to Date	15.4%	23.1%	23.1%	30.8%	38.5%	38.5%	46.2%	53.8%	53.8%	69.2%	84.6%	100.0%			
SELRES SSO	Monthly	13	5	4	5	4	5	4	5	4	13	14	13	89	89	SELRES SSO
	TO DATE	13	18	22	27	31	36	40	45	49	62	76	89			
	% to Date	14.6%	20.2%	24.7%	30.3%	34.8%	40.4%	44.9%	50.6%	55.1%	69.7%	85.4%	100.0%			
SELRES INTEL	Monthly	11	3	4	4	3	4	3	4	4	10	11	11	72	72	SELRES INTEL
	TO DATE	11	14	18	22	25	29	32	36	40	50	61	72			
	% to Date	15.3%	19.4%	25.0%	30.6%	34.7%	40.3%	44.4%	50.0%	55.6%	69.4%	84.7%	100.0%			
SELRES PAO	Monthly	2	1	1	0	1	1	0	1	1	2	2	2	14	14	SELRES PAO
	TO DATE	2	3	4	4	5	6	6	7	8	10	12	14			
	% to Date	14.3%	21.4%	28.6%	28.6%	35.7%	42.9%	42.9%	50.0%	57.1%	71.4%	85.7%	100.0%			
SELRES FAO	Monthly	0	0	0	0	0	0	0	0	0	0	0	0			SELRES FAO
	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 OCN	Monthly	1	0	1	0	0	1	0	1	0	1	1	1	7	7	SELRES OCN
	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%			

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SELRES LDO(L)	Monthly	2	1	0	1	1	0	1	1	0	2	2	2	13	13	SELRES LDO(L)
	TO DATE	2	3	3	4	5	5	6	7	7	9	11	13			
	% to Date	15.4%	23.1%	23.1%	30.8%	38.5%	38.5%	46.2%	53.8%	53.8%	69.2%	84.6%	100.0%			
SELRES MC	Monthly	3	2	1	1	1	1	1	1	2	3	4	4	24	24	SELRES MC
	TO DATE	3	5	6	7	8	9	10	11	13	16	20	24			
	% to Date	12.5%	20.8%	25.0%	29.2%	33.3%	37.5%	41.7%	45.8%	54.2%	66.7%	83.3%	100.0%			
SELRES DC	Monthly	2	1	1	1	0	1	1	1	0	3	2	2	15	15	SELRES DC
	TO DATE	2	3	4	5	5	6	7	8	8	11	13	15			
	% to Date	13.3%	20.0%	26.7%	33.3%	33.3%	40.0%	46.7%	53.3%	53.3%	73.3%	86.7%	100.0%			
SELRES MSC	Monthly	3	1	2	1	1	1	1	1	1	3	4	3	22	22	SELRES MSC
	TO DATE	3	4	6	7	8	9	10	11	12	15	19	22			
	% to Date	13.6%	18.2%	27.3%	31.8%	36.4%	40.9%	45.5%	50.0%	54.5%	68.2%	86.4%	100.0%			
SELRES JAG	Monthly	2	1	1	0	1	1	0	1	1	2	2	2	14	14	SELRES JAG
	TO DATE	2	3	4	4	5	6	6	7	8	10	12	14			
	% to Date	14.3%	21.4%	28.6%	28.6%	35.7%	42.9%	42.9%	50.0%	57.1%	71.4%	85.7%	100.0%			
SELRES NC	Monthly	7	2	3	2	2	2	3	2	2	7	7	7	46	46	SELRES NC
	TO DATE	7	9	12	14	16	18	21	23	25	32	39	46			
	% to Date	15.2%	19.6%	26.1%	30.4%	34.8%	39.1%	45.7%	50.0%	54.3%	69.6%	84.8%	100.0%			
SELRES SC	Monthly	8	3	3	3	3	2	3	3	3	8	9	8	56	56	SELRES SC
	TO DATE	8	11	14	17	20	22	25	28	31	39	48	56			
	% to Date	14.3%	19.6%	25.0%	30.4%	35.7%	39.3%	44.6%	50.0%	55.4%	69.6%	85.7%	100.0%			
SELRES CHC	Monthly	2	0	1	0	1	0	1	0	1	1	2	1	10	10	SELRES CHC
	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 CEC	Monthly	3	2	1	1	1	1	1	2	1	3	4	3	23	23	SELRES CEC
	TO DATE	3	5	6	7	8	9	10	12	13	16	20	23			
	% to Date	13.0%	21.7%	26.1%	30.4%	34.8%	39.1%	43.5%	52.2%	56.5%	69.6%	87.0%	100.0%			
SELRES HR	Monthly	2	0	1	1	0	1	0	1	1	1	2	2	12	12	SELRES HR
	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 LDO(S)	Monthly	1	0	0	0	0	0	0	0	0	0	0	0	1	1	SELRES LDO(S)
	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%			
TOTAL	MONTH	108	35	39	32	34	35	34	40	34	101	109	104	705	705	ALL
TOTAL	TO DATE	108	143	182	214	248	283	317	357	391	492	601	702			
Monthly % TO DATE		15.4%	20.4%	25.9%	30.5%	35.3%	40.3%	45.2%	50.9%	55.7%	70.1%	85.6%	100.0%			

Checksum

RL/Staff	15.00%	5.00%	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