

O4 RESERVE OFFICER FY2024 PROMOTION PHASING PLAN

ONLY Phasing Plan (Excludes TAR)		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 23	1 Nov 23	1 Dec 23	1 Jan 24	1 Feb 24	1 Mar 24	1 Apr 24	1 May 24	1 Jun 24	1 Jul 24	1 Aug 24	1 Sep 24	Total	Selects	Comp Cat
TAR HR	Monthly	3	1	1	0	0	0	1	1	0	0	0	1	8	8	TAR HR
1207	TO DATE	3	4	5	5	5	5	6	7	7	7	7	8			1207
	% to Date	37.5%	50.0%	62.5%	62.5%	62.5%	62.5%	75.0%	87.5%	87.5%	87.5%	87.5%	100.0%			
TAR AMDO	Monthly	1	0	0	0	0	1	0	0	0	0	0	1	3	3	TAR AMDO
1527	TO DATE	1	1	1	1	1	2	2	2	2	2	2	3			1527
	% to Date	33.3%	33.3%	33.3%	33.3%	33.3%	66.7%	66.7%	66.7%	66.7%	66.7%	66.7%	100.0%			
TAR SC	Monthly	1	0	1	0	0	1	0	0	1	0	0	1	5	5	TAR SC
3107	TO DATE	1	1	2	2	2	3	3	3	4	4	4	5			3107
	% to Date	20.0%	20.0%	40.0%	40.0%	40.0%	60.0%	60.0%	60.0%	80.0%	80.0%	80.0%	100.0%			
SELRES URL	Monthly	44	14	15	14	15	14	15	14	15	43	44	43	290	290	SELRES URL
1xxx	TO DATE	44	58	73	87	102	116	131	145	160	203	247	290			1xxx
	% to Date	15.2%	20.0%	25.2%	30.0%	35.2%	40.0%	45.2%	50.0%	55.2%	70.0%	85.2%	100.0%			
SELRES HR	Monthly	1	0	1	0	0	1	0	1	0	1	1	1	7	7	SELRES HR
1205	TO DATE	1	1	2	2	2	3	3	4	4	5	6	7			1205
	% 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 EDO	Monthly	3	1	1	0	1	1	1	1	1	3	2	3	18	18	SELRES EDO
1445	TO DATE	3	4	5	5	6	7	8	9	10	13	15	18			1445
	% 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 AEDO	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	SELRES AEDO
1515	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			1515
	% 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 AMDO	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	SELRES AMDO
1525	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			1525
	% 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 PAO	Monthly	1	1	0	1	0	1	0	1	0	1	2	1	9	9	SELRES PAO
1655	TO DATE	1	2	2	3	3	4	4	5	5	6	8	9			1655
	% to Date	11.1%	22.2%	22.2%	33.3%	33.3%	44.4%	44.4%	55.6%	55.6%	66.7%	88.9%	100.0%			
SELRES SSO	Monthly	4	2	1	2	1	2	1	2	1	4	5	4	29	29	SELRES SSO
1665	TO DATE	4	6	7	9	10	12	13	15	16	20	25	29			1665
	% to Date	13.8%	20.7%	24.1%	31.0%	34.5%	41.4%	44.8%	51.7%	55.2%	69.0%	86.2%	100.0%			
SELRES FAO	Monthly	1	0	0	0	0	0	0	0	0	0	0	0	1	1	SELRES FAO
1715	TO DATE	1	1	1	1	1	1	1	1	1	1	1	1			1715
	% 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 OCN	Monthly	1	0	0	0	0	0	0	1	0	0	1	0	3	3	SELRES OCN
1805	TO DATE	1	1	1	1	1	1	1	2	2	2	3	3			1805
	% 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 CW	Monthly	2	0	1	0	1	0	1	0	1	1	2	1	10	10	SELRES CW
1815	TO DATE	2	2	3	3	4	4	5	5	6	7	9	10			1815
	% 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 IP	Monthly	1	1	0	0	1	0	1	0	0	2	1	1	8	8	SELRES IP
1825	TO DATE	1	2	2	2	3	3	4	4	4	6	7	8			1825
	% 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	6	3	2	2	2	2	2	3	2	6	7	6	43	43	SELRES INTEL
1835	TO DATE	6	9	11	13	15	17	19	22	24	30	37	43			1835
	% to Date	14.0%	20.9%	25.6%	30.2%	34.9%	39.5%	44.2%	51.2%	55.8%	69.8%	86.0%	100.0%			
SELRES MC	Monthly	9	2	3	3	3	3	3	3	2	9	8	9	57	57	SELRES MC
2105	TO DATE	9	11	14	17	20	23	26	29	31	40	48	57			2105

04 RESERVE OFFICER FY2024 PROMOTION PHASING PLAN

ONLY Phasing Plan (Excludes TAR)		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 23	1 Nov 23	1 Dec 23	1 Jan 24	1 Feb 24	1 Mar 24	1 Apr 24	1 May 24	1 Jun 24	1 Jul 24	1 Aug 24	1 Sep 24	Total	Selects	Comp Cat
	% to Date	15.8%	19.3%	24.6%	29.8%	35.1%	40.4%	45.6%	50.9%	54.4%	70.2%	84.2%	100.0%			
SELRES DC	Monthly	2	1	1	1	1	0	1	1	1	2	3	2	16	16	SELRES DC
2205	TO DATE	2	3	4	5	6	6	7	8	9	11	14	16			2205
	% to Date	12.5%	18.8%	25.0%	31.3%	37.5%	37.5%	43.8%	50.0%	56.3%	68.8%	87.5%	100.0%			
SELRES MSC	Monthly	3	1	2	1	1	1	1	1	1	3	4	3	22	22	SELRES MSC
2305	TO DATE	3	4	6	7	8	9	10	11	12	15	19	22			2305
	% 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	3	1	1	1	1	1	1	1	1	3	3	3	20	20	SELRES JAG
2505	TO DATE	3	4	5	6	7	8	9	10	11	14	17	20			2505
	% to Date	15.0%	20.0%	25.0%	30.0%	35.0%	40.0%	45.0%	50.0%	55.0%	70.0%	85.0%	100.0%			
SELRES NC	Monthly	12	4	4	4	4	4	4	4	4	12	12	12	80	80	SELRES NC
2905	TO DATE	12	16	20	24	28	32	36	40	44	56	68	80			2905
	% to Date	15.0%	20.0%	25.0%	30.0%	35.0%	40.0%	45.0%	50.0%	55.0%	70.0%	85.0%	100.0%			
SELRES SC	Monthly	8	2	3	3	2	3	2	3	3	7	8	8	52	52	SELRES SC
3105	TO DATE	8	10	13	16	18	21	23	26	29	36	44	52			3105
	% to Date	15.4%	19.2%	25.0%	30.8%	34.6%	40.4%	44.2%	50.0%	55.8%	69.2%	84.6%	100.0%			
SELRES CHC	Monthly	2	1	1	1	0	1	1	1	0	3	2	2	15	15	SELRES CHC
4105	TO DATE	2	3	4	5	5	6	7	8	8	11	13	15			4105
	% 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 CEC	Monthly	3	1	1	0	1	1	1	1	1	3	2	3	18	18	SELRES CEC
5105	TO DATE	3	4	5	5	6	7	8	9	10	13	15	18			5105
	% 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 LDO(L)	Monthly	2	0	1	0	1	0	1	1	0	2	1	2	11	11	SELRES LDO(L)
6xxx	TO DATE	2	2	3	3	4	4	5	6	6	8	9	11			6xxx
	% 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 LDO(S)	Monthly	1	0	0	0	0	0	0	0	0	0	0	0	1	1	SELRES LDO(S)
6535	TO DATE	1	1	1	1	1	1	1	1	1	1	1	1			6535
	% 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	116	36	40	33	35	39	37	40	34	107	108	109	734	734	ALL
TOTAL	TO DATE	116	152	192	225	260	299	336	376	410	517	625	734			
Monthly % TO DATE		15.8%	20.7%	26.2%	30.7%	35.4%	40.7%	45.8%	51.2%	55.9%	70.4%	85.1%	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 TAR non-URL (HR/AMDO/SUPPLY) Promotion Phasing: 15% for October (Merit Reorder), 5% for eight months, then 15% for three months
 TAR URL promote with their Running Mate
Approximate TAR URL is AC Phasing: 3% for eleven months, then 67% for one month

FTS O4 URL RESERVE OFFICER FY2024 PROMOTION PHASING PLAN

Competitive Category		1 Oct 23	1 Nov 23	1 Dec 23	1 Jan 24	1 Feb 24	1 Mar 24	1 Apr 24	1 May 24	1 Jun 24	1 Jul 24	1 Aug 24	1 Sep 24	Total	Selects	Comp Cat
TAR URL	Monthly	10	1	0	1	0	0	0	0	0	0	0	5	17	17	TAR URL
	TO DATE	10	11	11	12	12	12	12	12	12	12	12	17			
Monthly % TO DATE		58.8%	64.7%	64.7%	70.6%	70.6%	70.6%	70.6%	70.6%	70.6%	70.6%	70.6%	100.0%			

FTS O4/O5 URL promote with their Running Mate