

**O5 RESERVE OFFICER FY2024 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 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
<b>TAR HR</b>	Monthly	1	1	0	1	0	1	0	1	0	1	2	1	9	9	<b>TAR HR</b>
<b>1207</b>	TO DATE	1	2	2	3	3	4	4	5	5	6	8	9			<b>1207</b>
	% 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%			
<b>TAR AMDO</b>	Monthly	1	0	0	1	0	0	0	1	0	1	0	1	5	5	<b>TAR AMDO</b>
<b>1527</b>	TO DATE	1	1	1	2	2	2	2	3	3	4	4	5			<b>1527</b>
	% 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%			
<b>TAR SC</b>	Monthly	1	0	0	0	0	0	0	0	0	0	1	0	2	2	<b>TAR SC</b>
<b>3107</b>	TO DATE	1	1	1	1	1	1	1	1	1	1	2	2			<b>3107</b>
	% 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%			
<b>SELRES URL</b>	Monthly	26	8	9	8	9	8	9	8	9	25	26	25	170	170	<b>SELRES URL</b>
<b>1xxx</b>	TO DATE	26	34	43	51	60	68	77	85	94	119	145	170			<b>1xxx</b>
	% to Date	15.3%	20.0%	25.3%	30.0%	35.3%	40.0%	45.3%	50.0%	55.3%	70.0%	85.3%	100.0%			
<b>SELRES HR</b>	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	<b>SELRES HR</b>
<b>1205</b>	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			<b>1205</b>
	% 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%			
<b>SELRES EDO</b>	Monthly	2	0	1	0	1	0	1	1	0	2	1	2	11	11	<b>SELRES EDO</b>
<b>1445</b>	TO DATE	2	2	3	3	4	4	5	6	6	8	9	11			<b>1445</b>
	% 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%			
<b>SELRES AEDO</b>	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	<b>SELRES AEDO</b>
<b>1515</b>	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			<b>1515</b>
	% 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%			
<b>SELRES AMDO</b>	Monthly	1	0	0	0	0	0	0	0	0	0	1	0	2	2	<b>SELRES AMDO</b>
<b>1525</b>	TO DATE	1	1	1	1	1	1	1	1	1	1	2	2			<b>1525</b>
	% 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%			
<b>SELRES PAO</b>	Monthly	1	0	1	0	0	0	1	0	0	1	1	1	6	6	<b>SELRES PAO</b>
<b>1655</b>	TO DATE	1	1	2	2	2	2	3	3	3	4	5	6			<b>1655</b>
	% 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%			
<b>SELRES SSO</b>	Monthly	2	0	1	0	1	0	1	0	1	1	2	1	10	10	<b>SELRES SSO</b>
<b>1665</b>	TO DATE	2	2	3	3	4	4	5	5	6	7	9	10			<b>1665</b>
	% 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%			
<b>SELRES FAO</b>	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	<b>SELRES FAO</b>
<b>1715</b>	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			<b>1715</b>
	% 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%			
<b>SELRES OCN</b>	Monthly	1	0	0	0	0	0	0	0	0	0	1	0	2	2	<b>SELRES OCN</b>
<b>1805</b>	TO DATE	1	1	1	1	1	1	1	1	1	1	2	2			<b>1805</b>
	% 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%			
<b>SELRES CW</b>	Monthly	2	0	1	0	1	0	1	0	1	1	2	1	10	10	<b>SELRES CW</b>
<b>1815</b>	TO DATE	2	2	3	3	4	4	5	5	6	7	9	10			<b>1815</b>
	% 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%			
<b>SELRES IP</b>	Monthly	1	0	1	0	0	1	0	1	0	1	1	1	7	7	<b>SELRES IP</b>
<b>1825</b>	TO DATE	1	1	2	2	2	3	3	4	4	5	6	7			<b>1825</b>
	% 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%			
<b>SELRES INTEL</b>	Monthly	4	2	1	1	2	1	2	1	1	5	4	4	28	28	<b>SELRES INTEL</b>
<b>1835</b>	TO DATE	4	6	7	8	10	11	13	14	15	20	24	28			<b>1835</b>
	% to Date	14.3%	21.4%	25.0%	28.6%	35.7%	39.3%	46.4%	50.0%	53.6%	71.4%	85.7%	100.0%			
<b>SELRES MC</b>	Monthly	8	3	3	3	2	3	3	3	2	9	8	8	55	55	<b>SELRES MC</b>
<b>2105</b>	TO DATE	8	11	14	17	19	22	25	28	30	39	47	55			<b>2105</b>
	% to Date	14.5%	20.0%	25.5%	30.9%	34.5%	40.0%	45.5%	50.9%	54.5%	70.9%	85.5%	100.0%			

<b>SELRES DC</b>	Monthly	2	0	1	0	1	0	1	1	0	2	1	2	11	11	<b>SELRES DC</b>
<b>2205</b>	TO DATE	2	2	3	3	4	4	5	6	6	8	9	11			<b>2205</b>
	% 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%			
<b>SELRES MSC</b>	Monthly	2	0	1	0	1	0	1	1	0	2	1	2	11	11	<b>SELRES MSC</b>
<b>2305</b>	TO DATE	2	2	3	3	4	4	5	6	6	8	9	11			<b>2305</b>
	% 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%			
<b>SELRES JAG</b>	Monthly	3	1	1	1	1	1	1	1	1	3	3	3	20	20	<b>SELRES JAG</b>
<b>2505</b>	TO DATE	3	4	5	6	7	8	9	10	11	14	17	20			<b>2505</b>
	% 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%			
<b>SELRES NC</b>	Monthly	5	2	2	2	1	2	2	2	1	6	5	5	35	35	<b>SELRES NC</b>
<b>2905</b>	TO DATE	5	7	9	11	12	14	16	18	19	25	30	35			<b>2905</b>
	% to Date	14.3%	20.0%	25.7%	31.4%	34.3%	40.0%	45.7%	51.4%	54.3%	71.4%	85.7%	100.0%			
<b>SELRES SC</b>	Monthly	4	1	2	1	1	2	1	2	1	4	4	4	27	27	<b>SELRES SC</b>
<b>3105</b>	TO DATE	4	5	7	8	9	11	12	14	15	19	23	27			<b>3105</b>
	% to Date	14.8%	18.5%	25.9%	29.6%	33.3%	40.7%	44.4%	51.9%	55.6%	70.4%	85.2%	100.0%			
<b>SELRES CHC</b>	Monthly	1	0	1	0	0	0	1	0	0	1	1	1	6	6	<b>SELRES CHC</b>
<b>4105</b>	TO DATE	1	1	2	2	2	2	3	3	3	4	5	6			<b>4105</b>
	% 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%			
<b>SELRES CEC</b>	Monthly	2	0	1	1	0	1	0	1	1	1	2	2	12	12	<b>SELRES CEC</b>
<b>5105</b>	TO DATE	2	2	3	4	4	5	5	6	7	8	10	12			<b>5105</b>
	% 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%			
<b>SELRES LDO(L)</b>	Monthly	1	0	0	0	0	1	0	0	0	1	0	1	4	4	<b>SELRES LDO(L)</b>
<b>6xxx</b>	TO DATE	1	1	1	1	1	2	2	2	2	3	3	4			<b>6xxx</b>
	% 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%			
<b>SELRES LDO(S)</b>	Monthly	0	0	0	0	0	0	0	0	0	0	0	0	0	0	<b>SELRES LDO(S)</b>
<b>6535</b>	TO DATE	0	0	0	0	0	0	0	0	0	0	0	0			<b>6535</b>
	% 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!			<b>*NA</b>
<b>TOTAL</b>	<b>MONTH</b>	<b>74</b>	<b>18</b>	<b>27</b>	<b>19</b>	<b>21</b>	<b>24</b>	<b>25</b>	<b>24</b>	<b>18</b>	<b>70</b>	<b>67</b>	<b>68</b>	<b>455</b>	<b>455</b>	<b>ALL</b>
<b>TOTAL</b>	<b>TO DATE</b>	<b>74</b>	<b>91</b>	<b>118</b>	<b>137</b>	<b>158</b>	<b>182</b>	<b>206</b>	<b>230</b>	<b>248</b>	<b>318</b>	<b>384</b>	<b>452</b>			
Monthly % TO DATE		16.4%	20.1%	26.1%	30.3%	35.0%	40.3%	45.6%	50.9%	54.9%	70.4%	85.0%	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 O5 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
<b>TAR URL</b>	Monthly	6	3	4	5	6	3	3	2	2	0	0	9	43	43	<b>TAR URL</b>
	TO DATE	6	9	13	18	24	27	30	32	34	34	34	43			
<b>Monthly % TO DATE</b>		14.0%	20.9%	30.2%	41.9%	55.8%	62.8%	69.8%	74.4%	79.1%	79.1%	79.1%	100.0%			

FTS O4/O5 URL promote with their Running Mate