

R O O K I E O F T H E M O N T H

DAVID E. DUERR

The San Francisco Region's November Rookie of the Month is DAVID DUERR of the Rainbow Division!

David's comments on what impressed him most his first week were, "I was impressed by the fantastic Managers and the ease of selling Cutco!"

Division Manager Dave Zweber says David is also excited about recruiting. He has recruited three men and has been helping his Counselor-Trainer Bill Moeller with recruiting classes. David is in the Military and wants to work toward a Counselor appointment as soon as possible.

T R A I N E R O F T H E M O N T H

November 1972

BILL B. MOELLER

Rainbow Division Counselor BILL MOELLER has earned the San Francisco Region's Trainer award for the month of November!

Congratulations to Bill for training four recruits in addition to this month's Rookie award winner. "Five out of five" of the men trained sold merchandise and one was a Fast Start prize winner.

E. L. SMALL

ELS/mb

TO: FIELD COUNSELORS & COUNSELORS

CS: Division Managers
W. R. Trott