

# Most Referred Member Categories

From 1/1/2020 to 1/1/2021

Rank	Category	Entire Category Displayed	Average Ref /	Average Members In Category*	Listings Displayed
1	Non-Profit Organizations	5,839	5,913.20	135.28	799,943
2	Accountants - Certified Public	4,004	3,820.08	36.69	140,140
3	Construction/General Contractors	3,814	4,118.70	51.86	213,584
4	Banks	3,465	4,018.78	136.23	547,470
5	Restaurants - Cumberland/Vinings	3,464	3,215.77	30.16	96,992
6	Manufacturers	2,741	2,889.25	26.56	76,748
7	Restaurants	2,291	2,211.81	100.47	222,227
8	Real Estate - Brokers/Consultants/Developers	2,004	1,743.20	19.54	34,068
9	Government - City/County/State/Federal	1,973	1,582.58	57.35	90,758
10	Retail	1,862	2,010.49	35.19	70,756
11	Utilities	1,779	1,565.72	17.04	26,685
12	Employment - Agencies & Staffing Services	1,740	1,667.97	14.60	24,360
13	Security Systems/Services	1,709	1,742.49	12.75	22,217
14	Radio Stations	1,677	1,439.27	5.83	8,385
15	Video - Production	1,677	1,702.12	7.88	13,416
16	Financial - Lending	1,572	1,555.25	57.61	89,604
17	Event & Meeting Facilities	1,533	1,619.48	20.83	33,726
18	Health Care	1,425	1,314.54	67.21	88,350
19	Attorneys	1,411	1,446.91	49.73	71,961
20	Insurance	1,357	1,343.10	47.49	63,779
21	Equipment - Leasing/Sales/Service	1,217	1,185.17	19.51	23,123
22	Financial	1,204	1,337.66	53.10	71,036
23	Restaurants - Marietta	1,202	1,209.82	25.83	31,252
24	Financial - Planning & Investments	1,170	1,245.30	55.43	69,030
25	Hotels & Conference Centers	1,148	1,056.37	43.47	45,920
26	Real Estate	1,067	1,182.08	43.33	51,216
27	Waste Management/Disposal	1,064	849.60	10.02	8,512
28	Information Technology & Services	1,052	1,007.30	16.71	16,832
29	Transportation Services	1,051	809.23	12.99	10,510
30	Health & Wellness	1,034	1,073.75	30.82	33,088
31	Advertising - Marketing	1,033	1,105.01	17.76	19,627
32	Amusement, Attractions & Recreation	1,007	1,086.66	10.19	11,077
33	Physicians	1,004	973.90	29.90	29,116
34	Schools - Universities & Colleges	994	1,009.77	24.61	24,850
35	Hotels & Conference Centers - Cumberland/Vinin	979	906.83	23.75	21,538
36	Churches & Synagogues	966	1,032.34	23.39	24,150
37	Marketing - Consultants/Services	908	989.96	25.68	25,424
38	Business Consulting & Coaching	906	1,271.54	15.68	19,932
39	Entertainment & Special Events	901	876.41	18.50	16,218

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Rank	Category	Entire Category Displayed	Average Ref /	Average Members In Category*	Listings Displayed
40	Credit Unions	893	944.95	20.79	19,646
41	Caterers	888	906.65	18.61	16,872
42	Assisted/Senior Living & Retirement Homes	876	1,028.56	12.78	13,140
43	Hospitals	873	756.42	12.70	9,603
44	Job Placement/Job Boards	858	1,085.25	2.37	2,574
45	Grocery Stores	848	850.90	55.81	47,488
46	Contractors - Roofing	844	859.82	14.72	12,660
47	Conventions/Trade Shows/Facilities	841	724.67	9.28	6,728
48	Newspapers & Magazines	831	1,045.85	5.56	5,817
49	Consultants	828	918.15	27.05	24,840
50	Golf - Retail	825	680.40	3.64	2,475
51	Health Clubs/Fitness Training	823	797.66	7.22	5,761
52	Educational Services	815	1,079.16	21.15	22,820
53	Advertising - Agencies/Consultants	812	708.16	17.20	12,180
54	Accounting - Services	801	1,023.04	15.66	16,020
55	Financial Advisor	750	731.33	20.51	15,000
56	Advertising - Promotional Products	749	819.89	15.53	12,733
57	Schools	749	640.27	17.55	11,235
58	Engineers - Civil/Environmental	748	956.01	12.52	11,968
59	Insurance - Health	743	887.90	10.04	8,916
60	Apparel	732	265.79	2.75	732
61	Orthopaedics/Orthopedics	726	415.74	8.73	3,630
62	Heating & Air	714	796.49	16.14	12,852
63	Real Estate - Residential	701	665.81	21.06	14,020
64	Real Estate - Commercial	697	718.56	22.31	16,031
65	Senior Services	695	633.48	15.36	9,730
66	Restaurants - Kennesaw	686	602.28	15.95	9,604
67	Dentists	656	632.38	18.67	11,808
68	Apartments	654	601.18	26.11	15,696
69	Computer - Systems/Networks/Security	644	653.31	10.84	7,084
70	Engineers - Consultants	642	763.51	19.34	14,766
71	Jewelry – Sales, Repairs, Custom Design & Appr	637	628.61	2.03	1,274
72	Automobile - Repairs/Parts/Service	635	723.25	20.19	14,605
73	Internet - Marketing/Services	635	567.52	6.71	3,810
74	Art Galleries & Fine Art	634	762.52	5.82	4,438
75	Medical - Centers	624	680.73	11.00	7,488
76	Construction - Project Management	612	835.37	10.26	8,568
77	Printing	611	690.62	14.16	9,776
78	Contractors - Grading & Paving	608	650.53	7.48	4,864
79	Real Estate - Investments/Management	601	699.53	17.18	12,020
80	Restaurants - Smyrna	601	497.90	10.86	5,409
81	Event & Meeting Planners	600	704.85	10.22	7,200
82	Energy - Management/Power/Resources	599	477.61	5.02	2,396

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83	Theaters - Live	590	608.03	5.82	3,540
84	Landscaping and Landscape Architects	581	597.14	19.46	11,620
85	Advertising - Outdoor	576	522.76	6.61	3,456
86	Attorneys - Family & Civil	574	531.58	5.40	2,870
87	Mortgage - Companies	572	585.83	13.67	8,008
88	Pre-Employment - Screening & Investigations	564	289.70	1.95	564
89	Concrete	563	558.37	9.07	5,067
90	Signs & Banners	561	617.65	9.99	6,171
91	Transportation - Logistics	560	607.54	10.14	6,160
92	Attorneys - Corporate, Partnership & Business	556	615.66	7.22	4,448
93	Engineers	554	659.96	15.11	9,972
94	Individuals	548	33.25	131.86	4,384
95	Sports Entertainment & Team Building Events	546	559.43	8.78	4,914
96	Travel - Agencies	546	433.78	5.03	2,184
97	Web - Development	542	612.65	7.08	4,336
98	Audio Visual & Presentation Services	538	349.15	6.16	2,152
99	Distributors	538	461.06	21.00	9,684
100	Museums	536	584.44	6.42	3,752
101	Restaurants - Acworth	535	463.52	4.62	2,140
102	Bakeries & Desserts	527	507.96	8.30	4,216
103	Public Relations	527	653.33	8.07	5,270
104	Rehabilitation Services	527	552.88	2.86	1,581
105	Contractors - Specialty	523	544.52	20.17	10,983
106	Co-Working Space	520	535.66	4.85	2,600
107	Physical Therapy	519	530.81	10.76	5,709
108	Automobile - Dealerships	516	581.34	13.31	7,740
109	Health/Medical - Consultants	511	511.89	8.98	4,599
110	Social Media	508	623.95	4.07	2,540
111	Plumbing	506	628.57	9.66	6,072
112	Schools - Private	492	534.99	11.96	6,396
113	Attorneys - Estates & Probate	490	490.00	4.00	1,960
114	Payroll Companies	490	487.18	6.03	2,940
115	Home Improvements - Retail	488	456.96	7.48	3,416
116	3D Printing	484	549.47	2.64	1,452
117	Hotels & Conference Centers - Marietta	483	396.35	6.09	2,415
118	Graphic Arts - Design & Printing	480	471.85	7.12	3,360
119	Computer - Software Development & Sales	479	609.95	9.42	5,748
120	Behavioral Health Network	477	357.47	2.67	954
121	Legal Services	477	494.63	16.39	8,109
122	Architects	474	534.15	7.10	3,792
123	Attorneys - Personal Injury	473	462.93	7.15	3,311
124	Advertising - Cable TV	469	486.64	2.89	1,407
125	Office - Furniture/Products/Supplies	469	313.02	10.49	3,283

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126	Attorneys - Business & Intellectual Property	468	628.78	4.47	2,808
127	Ambulance Services	465	467.01	1.99	930
128	Contractors - Insulation/ Waterproofing/ Fireproof	462	454.97	7.11	3,234
129	Hotels & Conference Centers - Kennesaw	462	440.42	11.54	5,082
130	Computer - Network/PC Support & Repair	461	405.96	4.54	1,844
131	Tax Credits	460	580.79	2.38	1,380
132	Contractors - Mechanical	457	451.77	7.08	3,199
133	Professional Business Services	457	335.23	8.18	2,742
134	Training & Development	457	372.28	9.82	3,656
135	Gifts	451	488.65	3.69	1,804
136	Entertainment - Music	444	444.40	5.00	2,220
137	Environmental - Consultants	443	412.66	7.51	3,101
138	Optical - Services & Products	440	440.00	9.00	3,960
139	Employee Benefit Plans	439	336.14	7.84	2,634
140	Business Brokers	438	488.15	2.69	1,314
141	Country Clubs	437	549.08	3.98	2,185
142	Management Consultants/Services	435	258.77	6.72	1,740
143	Entertainment Facility	433	300.34	5.77	1,732
144	Parking Management Services	433	445.17	5.84	2,598
145	Associations	432	427.61	16.16	6,912
146	Cookie Delivery	431	573.34	3.01	1,724
147	Aircraft - Manufacturers	430	107.69	3.99	430
148	Access Systems	429	429.80	4.99	2,145
149	Restaurants - East Cobb	428	446.35	4.79	2,140
150	Cardiac Services	427	427.00	1.00	427
151	Business Analytics and Information Services	426	484.80	2.64	1,278
152	Telecommunications	426	235.48	5.43	1,278
153	Advertising - Specialities	424	425.51	3.99	1,696
154	Counseling	423	496.34	5.11	2,538
155	Builders/Contractors - Residential	421	443.58	6.64	2,947
156	Architecture & Engineering	420	628.72	4.68	2,940
157	Attorneys - Labor & Employment	420	420.00	3.00	1,260
158	Communications	420	502.56	1.67	840
159	Human Resources - Consultants	411	549.63	4.49	2,466
160	Mortgage - Brokers	410	415.40	2.96	1,230
161	Insurance - Business & Commercial	409	358.64	7.98	2,863
162	Attorneys - Motor Vehicle Accidents	408	438.45	2.79	1,224
163	Building - Materials	408	360.57	6.79	2,448
164	Flooring	407	388.76	11.52	4,477
165	Attorneys - Real Estate	405	671.68	3.01	2,025
166	Convention & Visitors Bureaus	405	315.03	3.86	1,215
167	Home Renovations	404	406.41	4.97	2,020
168	Media - Consultants	401	413.90	3.88	1,604

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169	Photographers	401	565.54	6.38	3,609
170	Restaurants - West Cobb	401	401.00	4.00	1,604
171	Relocation Services	398	506.08	4.72	2,388
172	Building - Materials/Wholesale	394	166.92	2.36	394
173	Medical - Services/Supplies	392	331.71	9.45	3,136
174	Attorneys - Divorce	391	339.92	4.60	1,564
175	Janitorial - Services/Supplies	391	402.05	3.89	1,564
176	Attorneys - Immigration	389	411.76	1.89	778
177	Drug Testing	389	428.07	3.63	1,556
178	Mailing, Shipping & Distribution Services	387	419.81	3.69	1,548
179	Hotels & Conference Centers - Smyrna	384	294.91	3.91	1,152
180	Electrical - Installation & Repair	383	432.36	9.74	4,213
181	Manufacturers - Food/Beverage	382	341.74	4.47	1,528
182	Lighting	381	544.08	3.50	1,905
183	Advertising - Direct Mail	380	376.04	1.01	380
184	Public/Government Affairs	375	373.01	4.02	1,500
185	Restaurants - Austell	375	341.74	4.39	1,500
186	Architecture & Interior Design	373	346.46	7.54	2,611
187	Contractors - Electrical	373	392.80	9.50	3,730
188	Marketing - Sports	372	372.33	3.00	1,116
189	Contractors - Drywall	371	297.44	4.99	1,484
190	Publications	371	371.00	3.00	1,113
191	Real Estate - Specialty	371	445.26	6.67	2,968
192	Communication Services/Systems	370	371.00	2.99	1,110
193	Merchant Services/Credit Card Services	370	374.38	2.96	1,110
194	Outsourcing	369	370.00	1.99	738
195	Appraisers - Commercial	368	376.18	2.93	1,104
196	Shooting Ranges	367	367.00	2.00	734
197	Party Rentals & Supplies	364	245.36	1.48	364
198	Pest Control & Services	361	361.00	6.00	2,166
199	Funeral Homes	359	435.25	7.42	3,231
200	Professional Sports Team	359	351.17	4.09	1,436
201	Wholesale Clubs	356	338.45	11.57	3,916
202	Shopping Centers & Malls	354	354.00	6.00	2,124
203	Aircraft - Charter, Rentals & Flight Training	353	481.12	2.93	1,412
204	Gas Stations	352	355.81	16.82	5,984
205	Attorneys - Elder Law	349	220.65	1.58	349
206	Attorneys - Mediation & Arbitration	347	896.34	1.16	1,041
207	Massage & Spa Services	347	347.00	1.00	347
208	Surveyors	346	382.48	5.43	2,076
209	Apartment Management	345	296.33	3.49	1,035
210	Authors/Speakers	343	334.23	1.03	343
211	Interior Design	342	501.45	2.73	1,368

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212	Warehousing	336	336.00	3.00	1,008
213	Event Rental	334	390.51	2.57	1,002
214	Attorneys - Criminal	333	388.00	4.29	1,665
215	Attorneys - Workers Comp	333	272.79	2.44	666
216	Attorneys - Medical Malpractice	332	332.00	2.00	664
217	Hotels & Conference Centers - Austell	331	331.00	1.00	331
218	Attorneys - Bankruptcy	328	328.00	2.00	656
219	Cable Television	327	342.72	2.86	981
220	Clubs - Private	327	287.96	3.41	981
221	Recycling	327	266.49	4.91	1,308
222	Salons - Hair & Beauty	325	618.35	5.78	3,575
223	Garage Doors	323	323.00	3.00	969
224	Gas Distributors	323	253.84	2.54	646
225	Telecommunications - Consultants	322	217.82	2.96	644
226	Childcare	319	259.15	3.69	957
227	Veterinarians	316	402.48	7.85	3,160
228	Insurance - Life	312	214.65	2.91	624
229	Risk Management	308	352.33	3.50	1,232
230	Law Enforcement	306	296.32	2.07	612
231	Company Retirement Plans	304	304.00	1.00	304
232	Furniture	304	387.00	3.93	1,520
233	Moving & Storage	303	394.51	5.38	2,121
234	Florists	301	311.70	2.90	903
235	Cleaning - Commercial	299	329.69	5.44	1,794
236	Restoration Services	299	325.60	6.43	2,093
237	Guns & Ammo	296	527.81	1.12	592
238	Advertising - Point of Purchase	293	273.40	1.07	293
239	Sewer and Drain Services	288	302.35	2.86	864
240	Contractors - Utility	287	287.00	3.00	861
241	Chiropractors	286	192.12	5.95	1,144
242	Doors	286	373.92	3.06	1,144
243	Medical - Hearing Specialists	286	286.00	1.00	286
244	Copiers & Office Equipment	281	373.04	2.26	843
245	Clothing/Accessories - Retail	280	271.28	1.03	280
246	Facilities Maintenance	277	277.00	1.00	277
247	Insurance - Homeowners/Renters	275	273.01	1.01	275
248	Computer - Training	274	274.00	1.00	274
249	Manufacturers Representatives	273	339.28	2.41	819
250	Property Maintenance - Commercial	273	273.00	1.00	273
251	Water Damage Restoration	272	255.65	5.32	1,360
252	Networking	271	271.00	2.00	542
253	Self Defense	271	253.24	1.07	271
254	Oil Companies	267	280.30	2.86	801

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255	Zippers	267	267.00	1.00	267
256	Sporting Goods	266	348.55	3.05	1,064
257	Fulfillment Services	263	263.00	1.00	263
258	Car Washes	262	237.93	4.40	1,048
259	Hotels & Conference Centers - East Cobb	262	262.00	1.00	262
260	Pizza Delivery	262	262.00	1.00	262
261	Political Organizations	262	238.21	6.60	1,572
262	Tree Services	260	197.37	2.63	520
263	Private Investigators	259	225.86	1.15	259
264	Outdoor Clothing & Equipment	256	154.57	1.66	256
265	Contractors - Kitchen & Bath	254	428.68	1.19	508
266	Pharmacies	254	288.99	3.52	1,016
267	Telephone Companies	251	251.00	1.00	251
268	Maid Services	249	201.96	2.47	498
269	Chambers of Commerce	247	188.42	6.55	1,235
270	Contractors - Painting	246	225.81	1.09	246
271	Flags & Flag Poles	246	246.00	1.00	246
272	Windows	244	357.93	2.05	732
273	Automobile - Leasing & Rentals	242	146.04	1.66	242
274	Computer - Consultants	242	262.03	3.69	968
275	Orthodontists	241	241.00	1.00	241
276	Aircraft - Maintenance	239	294.44	1.62	478
277	Machine & Die Shops	239	327.34	1.46	478
278	Manufacturers - Paper/Boxboard & Corrugated R	238	171.65	1.39	238
279	Sports - Youth	238	374.71	3.81	1,428
280	Brewery	234	141.12	3.32	468
281	Disaster Recovery	234	368.11	2.54	936
282	Appraisers - Residential	231	231.00	1.00	231
283	Metals/Steel - Distributors	229	294.20	3.11	916
284	Framing/Art Conservation	227	227.00	1.00	227
285	Gutters - Sales & Service	227	227.00	1.00	227
286	Bio-Hazard Remediation	226	256.66	1.76	452
287	Contractors - Siding	226	120.46	1.88	226
288	Storage	225	229.82	6.85	1,575
289	Golf Courses - Public	224	352.11	1.27	448
290	Humane Societies	218	218.00	1.00	218
291	Electrical - Equipment & Supplies	217	217.00	2.00	434
292	Dentists - Cosmetic	211	211.00	1.00	211
293	Executive Suites & Business Services	210	186.08	1.13	210
294	Language Services	210	113.37	1.85	210
295	Schools - Medical	205	205.00	1.00	205
296	Automobile - Accessories	203	118.42	1.71	203
297	Office Complexes / Office Space	200	122.32	1.64	200

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298	Remodeling	200	141.18	4.25	600
299	Pet Services	197	197.00	3.00	591
300	Freight Forwarders	196	196.00	1.00	196
301	Speech Coach	194	122.59	1.58	194
302	Trophies & Engraving	194	194.00	1.00	194
303	Building - Maintenance	193	193.00	1.00	193
304	Embroidery	192	262.38	1.46	384
305	Cemeteries & Memorial Parks	191	141.95	2.69	382
306	Music/Wedding Music	189	189.00	1.00	189
307	Swimming Pools & Spas/Maintenance	189	233.98	2.42	567
308	Musical Instruments/Repairs/Lessons	188	188.00	1.00	188
309	Plastic Surgery	188	279.03	2.02	564
310	Radon Testing & Mitigation	187	249.78	0.75	187
311	Barter Exchange	186	186.00	2.00	372
312	Restaurants - Mableton	183	345.25	0.53	183
313	Wrecker/Towing Services	182	187.67	1.94	364
314	Dentists - Emergency	181	181.00	1.00	181
315	Liquor Stores	180	162.00	1.11	180
316	Locksmiths	178	178.00	1.00	178
317	Lumber	177	179.54	1.97	354
318	Sales - Mergers & Acquisitions	173	202.22	0.86	173
319	Manufacturers - Beauty/Fragrance	172	172.00	1.00	172
320	Computer - Sales & Service	171	248.86	1.37	342
321	Window Coverings/Draperies	170	170.00	2.00	340
322	Web - Hosting	169	169.00	1.00	169
323	Dance & Gymnastics	168	186.30	1.80	336
324	Contractors - Industrial	163	108.67	3.00	326
325	Construction - Equipment	162	307.55	4.74	1,458
326	Crematory	160	240.00	2.00	480
327	Imports/Exports	159	159.00	5.00	795
328	Inspections - Buildings & Homes	157	173.58	0.90	157
329	Dentists - Oral Surgery	155	197.47	2.35	465
330	Document Management and Destruction	153	153.00	2.00	306
331	Emergency Power	151	153.03	1.97	302
332	Travel - Data Information Systems	151	154.58	1.95	302
333	Airports	150	151.01	1.99	300
334	Publishers	150	78.95	1.90	150
335	Roller Skating & Supplies	145	145.00	1.00	145
336	Limousine Services	143	116.19	1.23	143
337	Plastics	142	153.92	1.85	284
338	Tutoring	140	208.51	0.67	140
339	Hardware Stores	137	368.02	0.74	274
340	Uniforms	135	298.77	0.45	135

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Rank	Category	Entire Category Displayed	Average Ref /	Average Members In Category*	Listings Displayed
341	Vending Services	135	83.99	1.61	135
342	Telephones - Cellular	134	134.00	2.00	268
343	Fire Extinguishers and Prevention	132	132.00	1.00	132
344	Psychiatrists	132	132.00	1.00	132
345	Martial Arts	129	118.02	1.09	129
346	Pharmaceuticals	129	129.00	1.00	129
347	Courier Services	128	128.00	1.00	128
348	Handyman Services	127	213.63	1.19	254
349	Telephone, Voice & Data Networking	126	126.00	1.00	126
350	Solar Power	124	124.00	1.00	124
351	Mattresses	123	61.50	2.00	123
352	Airline Companies	119	119.00	1.00	119
353	Contractors - Welding	117	117.00	1.00	117
354	Distributors - Alcoholic Beverages	117	117.00	1.00	117
355	Glass	117	151.68	3.09	468
356	Cabinets	116	125.76	0.92	116
357	Boxes - Corrugated & Fiber	115	115.00	1.00	115
358	Chemicals - Industrial	114	114.00	1.00	114
359	Contractors - Pipeline	113	113.00	1.00	113
360	Boating - Rentals	112	104.53	1.07	112
361	Glass Blowers	110	110.00	1.00	110
362	Entertainment Systems - Sales & Installation	109	109.00	1.00	109
363	Water - Bottled	108	108.00	1.00	108
364	Window & Pressure Washing/Gutter Cleaning	108	101.43	1.06	108
365	Schools - Etiquette	106	106.00	1.00	106
366	Wireless Services	106	106.00	3.00	318
367	Painting & Supplies	105	91.12	1.15	105
368	Plants - Design/Lease/Maintenance	103	103.00	1.00	103
369	Answering Services	100	100.00	1.00	100
370	Masonry	99	99.00	1.00	99
371	Planning and Market Research	95	95.00	1.00	95
372	Motorcycles/Boats	93	93.00	1.00	93
373	Irrigation	92	92.00	1.00	92
374	Non-Profits Management	90	154.29	1.17	180
375	Office - Furniture Installation & Moving	90	90.00	1.00	90
376	Sales	87	87.00	1.00	87
377	Automation	86	86.00	1.00	86
378	Bail Bonds	85	85.00	1.00	85
379	Barber Shops	82	126.87	0.65	82
380	Screen Printing	82	83.01	0.99	82
381	Carpet Cleaning	78	96.57	0.81	78
382	Appliance Repair	73	73.00	1.00	73
383	Payroll Software	73	73.00	1.00	73

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Rank	Category	Entire Category Displayed	Average Ref /	Average Members In Category*	Listings Displayed
384	Beverages (see also Water & Liquor)	67	71.25	0.94	67
385	Millworks	64	64.00	1.00	64
386	Day Spas	56	627.20	0.27	168
387	Golf Courses - Private	53	0.00	0.00	53
388	Scenic Design & Fabrication	44	44.00	1.00	44
389	Skin Care	36	112.70	0.64	72
390	Therapy - Speech	36	117.82	0.31	36
391	Medical - Technology	10	10.00	1.00	10
392	Estate Sales	9	9.00	1.00	9
393	Fitness - Equipment	1	0.00	0.00	1

**Average Referrals Per Member:** **61,915.04**

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