

RANCHO BERNARDO BROKERS CARAVAN MEETING

1. YOU MAY BEGIN WITH THE "PLEDGE OF ALLEGIANCE".
2. REMIND ATTENDEES:
 - MUTE PHONES AND TAKE CALLS TOWARD CHURCH OFFICE
 - ADMISSION IS \$1 PLUS A BUSINESS CARD FOR CHARITY DRAWING
 - DON'T PARK IN UPPER LOT (RESERVED FOR CHURCH USE AND HANDICAPPED PARKING)
3. BROKER ANNOUNCEMENTS.
4. ANYONE HERE FIRST TIME? PLEASE VISIT OUR WEBSITE AT WWW.RBCARAVAN.COM
5. MEETING SPONSOR: _____ . (GIVE TWO MINUTES.)
 - TO SPONSOR A FUTURE MEETING CALL JERI WINBERG BANK OF AMERICA 619-997-8744
6. KEY AFFILIATES (CONSIDER GIVING ONE OF THEM A MINUTE TO SPEAK):
 - MEETING ROOM: GUARANTEED RATE: MICHAEL FRANCISCO AND NICK HARRIS
ALTERNATING WEEKLY WITH: COVENANT CONSTRUCTORS: DAVID PROBST
 - CARAVAN SHEETS: SIERRA PACIFIC MORTGAGE (PHIL JOSEPH)
 - MAPS: LANDEE ELD: SAN DIEGO RENTAL PROPERTIES AND DAWN FRANK: SR PAINTING
 - POWER POINT PRESENTATION: PAWNY AYERS ("AIRS") OF CHASE HOME MORTGAGE
 - COFFEE: LINDY LISENBY AND PAT MOORE OF FARMERS INSURANCE
 - ORANGE JUICE: PHIL JOSEPH - SIERRA PACIFIC MORTGAGE
 - WATER: MICHAEL FRANCISCO - GUARANTEED RATE
 - CLEAN-UP TEAM: RICK SIDLEY-CORNERSTONE MRTG, AMY SILVERSTEIN-TIME4BLINDS,
PAM NEILLO (NEE-LO)-FBS PROP MGMT, AND PAWNY AYERS-CHASE HOME MORTGAGE.
 - MEETING SPONSORS & DRAWING - JERI WINBERG (WIN-BERG) - BANK OF AMERICA
7. ROOM SPONSOR MINUTE (ALTERNATING): GUARANTEED RATE / COVENANT CONSTRUCTORS
8. OTHER AFFILIATE INTRODUCTIONS (GO AROUND THE ROOM).
9. CARAVAN PITCHES IN SEQUENCE.
10. RECAP CARAVAN CHANGES (ADD-ONS, SCRATCHED, GATE CODES, ETC.).
11. BUYER NEEDS / NEW LISTINGS / OTHER PITCHES IN POWAY UNIFIED SCHOOL DISTRICT.
12. DRAWINGS FROM LAST WEEK. (NO NEED TO REPITCH THE PROPERTY)
13. SPONSOR FOR DOOR PRIZE: _____ . (OR 50-50 DRAWING)
14. REMINDERS: THANK SPONSORS (5 AND 13), CLEAN-UP TABLES, TURN PHONES ON.