

## 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](http://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: NICK HARRIS  
ALTERNATING WEEKLY WITH: COVENANT CONSTRUCTORS: DAVID PROBST
  - CARAVAN SHEETS: AMERICAN 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 - AMERICAN PACIFIC MORTGAGE
  - WATER: MICHAEL FRANCISCO - PRIME LENDING
  - 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.