

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 \$1 AND BUSINESS CARD (DRAWING) – OAKWOOD ESCROW
 - DON'T PARK IN UPPER LOT (RESERVED FOR CHURCH USE AND HANDICAPPED PARKING)
3. BROKER ANNOUNCEMENTS.
4. ANYONE HERE FOR THE FIRST TIME? VISIT OUR WEBSITE AT WWW.RBCARAVAN.COM
5. MEETING SPONSOR: _____. (GIVE TWO MINUTES.)
(TO BE A MEETING SPONSOR CALL LINDY LISENBY, FARMERS INSURANCE, 858-875-6336)
6. KEY AFFILIATES (CONSIDER GIVING ONE OF THEM A MINUTE TO SPEAK):
 - MTG ROOM: C2 FINANCIAL: STAN STARK AND COUNTYWIDE ESCROW: GLENNIS PLEYSIER
 - CARAVAN SHEETS: AMERICAN PACIFIC MORTGAGE (PHIL JOSEPH)
 - MAPS: LANDEE ELD: SAN DIEGO RENTAL PROPERTIES AND DAWN FRANK: SR PAINTING
 - LOGISTICS: PAWNY AYERS ("AIRS"), NMLS 459921, BANK OF AMERICA
 - COFFEE: LINDY LISENBY AND PAT MOORE OF FARMERS INSURANCE
 - ORANGE JUICE: PHIL JOSEPH - AMERICAN PACIFIC MORTGAGE
 - WATER: NICK BABAIAAN - ABCO PLUMBING
 - CLEAN-UP TEAM: RICK SIDLEY-CORNERSTONE MRTG, AMY SILVERSTEIN-TIME4BLINDS,
PAM NEILLO (NEE-LO)-FBS PROP MGMT, AND PAWNY AYERS-BANK OF AMERICA.
 - MEETING SPONSORS - LINDY LISENBY - FARMERS INSURANCE
 - WEEKLY DRAWING - OAKWOOD ESCROW
7. ROOM SPONSOR (MORTGAGE/ESCROW MINUTE): C2 FINANCIAL AND COUNTYWIDE ESCROW
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 / PRICES / OTHER PITCHES IN POWAY SCHOOL DISTRICT.
12. DRAWINGS FROM LAST WEEK. (NO NEED TO RE-PITCH THE PROPERTY)
13. SPONSOR FOR DOOR PRIZE: _____. (OR 50-50 DRAWING)
14. REMINDERS: THANK SPONSORS (5 AND 13), CLEAN-UP TABLES, TURN PHONES ON.