

◆ The President's Club Monthly ◆

Nationwide, Advantage, and Instant Living's Monthly Newsletter

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◆ BY DEFINITION...

The Club- What is it?

The President's club was formed in 1987 to recognize the company's top performers. Aspiring members are judged not only on sales volume, but on a number of other criteria, such as what they sell, how old it is, and what insurance products they sell along with the home at closing. Points are awarded on the following basis:

- 1) For Each \$1,000 in payable gross-1 Point
- 2) For Each \$1,000 in P.D. or Credit Life insurance sold- 1 Point
- 3) For Each New Home- 3 Bonus Points
- 4) If a deal is in to the Home office by the 20th of the Month-the salesperson will be awarded 2 "Fast Start" points.
- 5) If a deal is in to the Home office by the 25th of the month-the salesperson will be awarded 1 "Fast Start" point.

Occasionally, Bonus programs will be offered on certain homes in inventory. For instance, there are currently extra points being offered on all Aged Inventory. The point system works like this:

- 1) 6 mos. to under 9 mos. old- 1 Bonus Point
- 2) 9 mos. to under 12 mos. old- 2 Bonus Points
- 3) 12 mos. to under 15 mos. old- 3 Bonus Points
- 4) 15 mos. and over- 4 Bonus Points

Please Check with your President or General Manager to find out the invoice date of your homes.



President's Club Levels

GOLD.....200 Points
SILVER.....150 Points
BRONZE.....100 Points

Rewards

GOLD...President's Club Watch
SILVER..Pres. Club Mounted Clock
BRONZE..Framed Pres. Club Certificate

Additional Bonuses for Top Performers are not uncommon.



Mesquite and Lancaster SuperCenters Pull Out All the Stops for May Sale

Nationwide of Mesquite and Nationwide of Lancaster will be having their 5th Annual "Blue Ribbon Sale" on the 15th, 16th and 17th of May. It will be most people's first chance to see Nationwide's new "Fleetwood Eating" Southridge Line. Steve Reyenga and Johnny Hartwick from Patriot will be on hand to show off the new product. They will be joined by factory rep's from Redman of Athens and Oak Creek. Vanderbilt's David Tweel will also be there to provide on-the-spot financing at the Mesquite location while Kathy Jackson from Samco will join the boys at Lancaster.

Larry Speck and Don Simonson have prepared for the big event by mailing out over 2000 announcements and are sharing all advertising costs, much of it having the theme of moving all 1991 and 1992 models. "This should help us finish even stronger for fiscal year 1992," says Mesquite President Larry Speck, "and enable us to be the first bad boys on the block with 1993 models!"

4th Quarter Sales Contest!

- #1 Salesperson..\$2,000.00
 - #2 Salesperson..\$1,500.00
 - #3 Salesperson..\$1,000.00
 - #4 Salesperson..\$ 750.00
 - #5 Salesperson..\$ 500.00
- Winner Must Have Highest Overall Total of President's Club Points.

◆ WHO'S HOT?

Randy Harris-Channelview

Not only did Randy win the third quarter sales contest, he was also recently promoted to Asst. General Manager at Advantage Mobile Homes in Channelview. "Randy's done a great job selling," says Chuck Carney, Sr., "and has shown the kind of management skills it takes to get this kind of promotion." Way to go, Randy!

Dave Davis-Mesquite

This High Preist of Profit has BLOWN AWAY the competition so far in the 4th Quarter Sales Contest. In March he sold 8 houses (ALL NEW!) for a grand total of 56.7 President's Club Points! He will be hard to beat. Will you rise to the challenge?

Tom Wilson-Lancaster

How did this Pro follow up his powerhouse 5 home month in February? By selling 7 houses in March! As a result, he's found himself in the top seven for the big contest. Can he do it again in April? Let's wait and see.

The "Point"er Sisters-Tyler

Sandy Arkelin & Vivian Lowery

These are their combined totals for the last two months:
Payable Gross.....\$52,344.00
Total Houses Sold.....15
Total Pres. Club Points....94.8
People, these are what you call impact players! Also taking advantage of the Fast Start and Aged Inventory Bonus Programs, they are both among the Fourth Quarter Contest Top 7. Wow !



Who Will Be Champion?

4th Quarter Contest-Top 7

1. Dave Davis-Mesquite-56.7 Points
2. Roger Jackson-F.W.-33.8 Points
3. Wayne Whitehead-South-32.6 Points
4. Tom Wilson-Lancaster-31.9 Points
5. Sandy Arkelin-Tyler-31.6 Points
6. Skip Crosby-South-30.2 Points
7. Vivian Lowery-Tyler-29.1 Points



