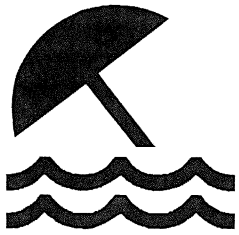
PRESIDENT'S CLUB MONTHLY e-news

MARCH 2002:

- Tim Foster's Remarkable Ride
- Top 25 Salespeople thru 2/02
- Regional Scoop
- Cruisin' the Caribbean Contest
- Manufacturing News



The Presidents Club Gold Trip
is planned for
August 2nd thru 8th
at the Melia San Lucas resort
in Cabo San Lucas, Mexico.
Don't miss it!

Tim Foster's Remarkable Ride

Laurie Lowery

Since Tim Foster began his career with Nationwide three years ago, Sales Center #17 on the Gulf Frwy in Houston has been #1 and he's got the Rolex to prove it. In Fiscal 2000, Tim's first full year on the job, his location ended the year with $1.6 million in gross profit. The following year, he also exceeded the 1 million mark with $1.4M GP on 163 new home sales. The really remarkable thing about Tim and his band of loyal salespeople is they make it look so easy.

To Tim, the secret to the success of his Sales Center lies in "people, people and people". He has an outstanding crew anchored by three very successful, tenured salespeople Bob Russo, Juan Navarro (previously profiled in the January PCM) and Jesse Staley as well as one of our most seasoned Office Managers, the lovely and talented Cindy Garcia. Tim believes that in order to retain good people, you have to treat them as individuals and form strong relationships. "We are like a family. You can't work this many hours with people and not have problems but in the end we are all working for each other as well as ourselves." Tim also believes in forming strong relationships with all the other people that are integral to his success, such as lenders and home office personnel.

People may be the cornerstone of Foster's success but vision has certainly played a role as well. Tim saw long before others that Land/Home and Conventional Mortgage financing were more profitable ways to do business. Educating his staff and making them experts in utilizing these finance sources has allowed him to attract a better, more educated customer and to increase his profit margins (average $15K minimum GP on Land/Home deals) because the rates are lower.

Top 25 Salespeople

017
NAVARRO, JUAN
797.16

017
RUSSO, ROBERT

764.32

017
STALEY, JESSE
704.04

045
DUPRE, LISA
674.68

094
CRAIG, ROBERT
671.2

078
MATTHEWS, BILLY
575.91

057
HARVEY, NICOLE
550.90

056
BERRY, DELBERT
507.40

052
TAHT, HARRY

Regional Scoop

Region 2 Highlights

Sam Rice

Craige Bryant Returns Again Again Again……

Yes, it is true Craige Bryant has returned to his original GM position in Boerne, Tx #92. After a brief departure Craige picked right back up and was the # 1 sales center in Region 2 for February, his first full month back! A big reason for Craige's success is "Who's your Daddy" Bill Provot who contributed over 39K payable gross in February and has another 40K in March! In addition Craige has brought back Paul "Boom Boom" Cameron, another previous Nationwide top performer. This team says it will make a legitimate run for top honors not only in March, but also for the fourth quarter and beyond. Congratulations to Craige and his staff.

Region 4 Highlights

Jack Maxey

February Mardi Gras Madness Deposit Contest

1st week: Judy Bell SC#21 - $50 Chili's gift certificate
2nd Week: Patricia Reed SC#33 - $50 Chili's gift cert
3rd Week: Tim Lilly SC#48 - $50 Chili's gift certificate
4th Week: Lisa DuPre/Nathan Garcia SC#45 tied

Grand Prize Winner: Tim Lilly SC#48 w/ 6 deposits and $51,511 in PG. Tim won a great dinner and hotel reservations at the Fort Worth Stockyards. Great job!

Don't forget that the #1 GM and #1 salesperson in new home sales for February and March in Reg.4 will win the **"Cruisin' the Caribbean" contest**! In the event of a tie in New Home sales, payable gross will be the tie-breaker.

Top 3 "Top Guns" in Region 4 YTD:

Lisa DuPre – SC#45: 674.68 PC Points
Mike Shea – SC#33: 299.10 PC Points
Patricia Reed – SC#33: 292.53 PC Points

Now we are in the final heat with only March, April & May to go. Good luck, everybody!

The company and Reg.4 would like to **welcome home** two past proven producers who are back with the company and ready to ROCK:
Grace Tornik SC#33 & Luis Corral SC#33

Region 7 Highlights

Dave Schwartz

A big **WELCOME BACK** to SC#79 GM **Dave Miller** from Region 7 and the whole Nationwide family!

Congratulations to GM Butch Newman and the staff of SC#28 in Houston on their recent successful promotion. Butch reported that the radio remote created a great deal of action which really pumped up his staff and will continue to help with name recognition and credibility within the community. He also wanted to thank the home office personnel that came out to enjoy the festivities.

Manager AHSL, Miod Looking One), Emory Russell GM #48.

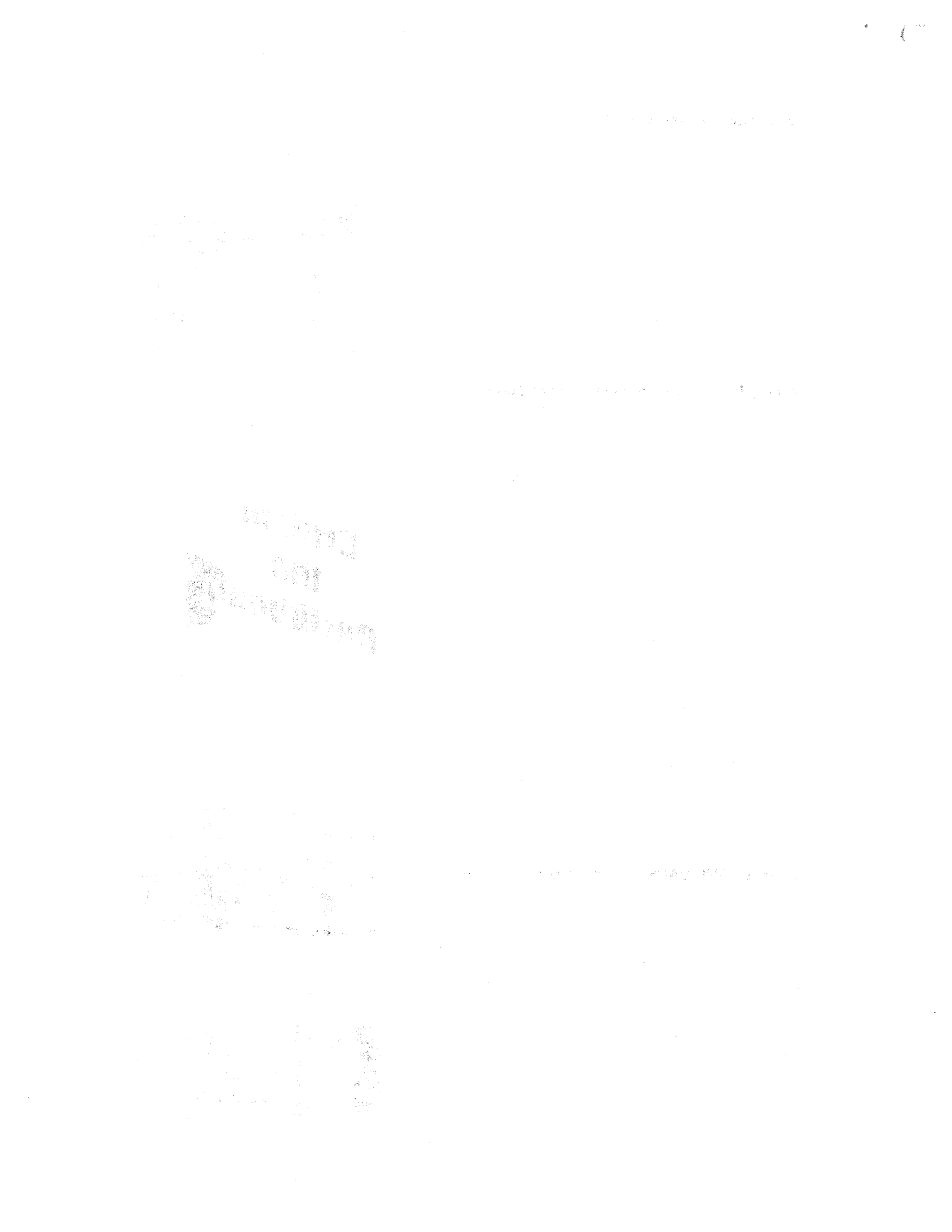
SC#18 GM Ron Allison is stopping traffic with his own #2082 pitched roof Meridian located in scenic Brenham, Texas. Ron uses photographs of the exterior set-up as well as the creative interior treatments to show customers how they can create a show home of their own

Don't Forget
TRIPLE POINTS ON NEW HOME UNITS
Thru May 31st!

Nationwide Boerne #92 Team:
GM Craige Bryant (top),
Paul Cameron (middle left),
John Gorman (middle right),
Bill Provot (bottom right)
and OM Christina Beard.

One ace GM and salesperson from each Region will be cruisin' away on Carnival's Celebration ship to Playa Del Carmen and Cozumel May 16 –20. Contest runs February thru March. Call RVPs for details!

(front view -above)
GM Ron Allison's beautiful Meridian
(back view –below)



Tim Foster's Remarkable Ride

(cont'd from pg.1)

Creating a pipline of these type of deals has also allowed his salespeople the luxury of being paid more while maintaining a more steady income level, which provides a great incentive for them to continue working for Tim and for Nationwide.

A high energy level, strong relationships and the ability to try new methods and learn from his mistakes are all traits that have served Tim well over the years. But, you will not find him sitting on his laurels. Tim believes that his success is tied to that of the company and he has a very specific idea of the role he will play in that success. "By 2003, my goal is to be an RVP. And by 2007, I want to be President of Nationwide." Look out Chuck Carney Jr., there's a new kid in town!

Manufacturing News

Lancaster Update — *Chad Gaston*

Family Home Model 556

Bronze & Silver Models Announced

The Model 556 was one of our most popular selling models built at the Lancaster facility a few years ago. Now it's back and has been re-priced with pre-packaged options and is better than ever! The re-priced Family Home Model 556, available with 3 bedrooms and 2 baths, is available at a price no one will believe! This 28x56 (52' box) has a total of 1140 sq. ft. and wholesales for $25,838 F.O.B. for the Bronze and $29,607 F.O.B. for the Silver. The 556 Bronze and Silver spec levels are almost identical to the 560 Bronze and Silver.

This home is designed to fit a family with a moderate budget. It's got all the bells and whistles, even in the Bronze level package. Want to move up, the Silver package is designed to put those extras into the home at a cost of only about $30 more in monthly payment.

Questions should be directed to your Division President/RVP or Lancaster.

Our Condolences to Rick and Gary Vaughan

On March 19th Cheryl Vaughn, wife of NW #54 OKC Salesperson Gary Vaughn and mother of OCV#58 Tulsa GM Rick Vaughn, passed away after a long and serious illness. We extend our condolences to the entire Vaughan family.

Next Month's Issue

Thanks to all of the contributors to this month's PCM. Please make note that the deadline for articles and photos for next month's issue will be Monday, April 16th.

Congratulations

Home Office Employee of the Month for March:

Janet LaVallies

March Retail Anniversaries

1 Year

Mercridric Calloway SC#32

5 Years

Ashley Webb GM SC#94

March Retail Birthdays

Tom Sanders	1-Mar
Benny Bulger	2-Mar
Larry Speck	4-Mar
Loretta Moses	5-Mar
Jeremy Smith	9-Mar
Adolfo Reyna	9-Mar
John Kinsey	9-Mar
Kenneth Dineen	11-Mar
Dave Schwartz	11-Mar
Anita Flores	12-Mar
Joanne Woods	13-Mar
Randy Wilson	13-Mar
Shawna Richards	15-Mar
Maria Ruiz	15-Mar
Angela Sanborn	16-Mar
Jessica Denmon	17-Mar
Michelle Lackner	19-Mar
Sam Rice	19-Mar
Sheri Davis	20-Mar
Deborah Wisnoski	20-Mar
Sharon Bishop	22-Mar
Ray McKinney	23-Mar
Charles Troupe	24-Mar
Jonathan Beeson	24-Mar
Larry Wilkinson	24-Mar
Tim White	25-Mar
John Lenard	26-Mar
Walter Adams	27-Mar
Barbara Silvertooth	27-Mar
Richard Sage	27-Mar
Jason Pavle	31-Mar