

PRESIDENT'S CLUB

MONTHLY

e-news

APRIL 2002:

- Cabo Catch-up
- Top 25 Salespeople thru 2/02
- Regional Scoop
- Manufacturing News
- April & May Birthdays/Anniversaries



Cabo Catch-up Can Take You There!

Wondering if you have a chance to go to beautiful Cabo San Lucas, Mexico with the President's Club Gold Members? Well now you've got a way.....

Sorry for the mix-up!
The Presidents Club Gold Trip is planned for **August 2nd thru 7th** at the Melia San Lucas resort in Cabo San Lucas, Mexico.

CaboCatch-up Program

GM

Fund 18 new homes in the last quarter (April-June).... you GO!

Sales

Top sales person in each Region for new home unit sales in the last quarter with a minimum of 7 sales required to qualify. If the top sales person in the Region for the quarter has already qualified to win with Presidents Club points, the second place winner gets to go. If second place has already qualified, then third place gets to go and so fourth, subject to the minimum 7 home qualification.

Put yourself on the beach August 2 – 7 with the best!

- Cabo Wabo & Squid Roe – rockin' all night long.
- Giggling Marlin – hanging upside down.
- Carlos and Charlies – fun and food.
- Hotel California – subject of the Eagles top tune.
- Swim Up Bar – favorite hang out at the hotel.
- Fishing – world class Marlin.
- Golf – the courses are unbelievable.

YOU are almost there! Sorry, only one award can be won so if you are already a Gold Level winner, you can't earn extra trips. As with all Company sponsored trips and events, you must be an employee in good standing at the time of the trip to participate.

Top 25 Salespeople

017	RUSSO, ROBERT	974.49
017	NAVARRO, JUAN	965.56
094	CRAIG, ROBERT	768.66/96C
045	DUPRE, LISA	860.55
017	STALEY, JESSE	788.46
056	BERRY, DELBER	652.75
057	HARVEY, NICOLE	605.53
092	PROVOT, WILLIAM	570.79
011	WHATLEY, JIMMY	543.02
051	JERGER, CHARLES	482.47
052	TAHT, HARRY	428.53
052	HUGHES, JERRY	425.41
059	SCHOONOVER, CINDY	421.54
068	DROMGOOLE, TOMMIE	417.53
059	HAMILTON, BRENT	403.94
079	SANDS, LINDEL	402.77
033	SHEA, MICHAEL	393.23
011	LOWERY, VIVIAN	388.86
033	REED, PATRICIA	372.77
043	TIGGEMAN, ERIC	359.39
044	GAMBOA, CARLOS	346.73
018	HERNANDEZ, IRMA	331.93
088	SCHLEMEYER, RACE	305.62
079	WILSON, RANDY	293.80
018	ROSAS, ARCADIO	278.56

Regional Scoop

Region 1 Highlights

Larry Wilkinson

Join me in welcoming back **Kevin Broussard** to the Region 1 management team, now at the Opelousas sales location. Kevin is a true "cajun", and a veteran in the business. We are counting on him to be as successful at lot # 14 as he was at New Iberia.

Thanks again to **Dennis Gassaway** of the Assurant Group for another information-packed sales training seminar put on at Lafayette, LA on April 9th and 10th. Including GM's, we had 100% attendance. I heard two (2) of the GM's who had previously attended one of Dennis' presentations comment on how valuable the information isand how important it is to attend the session to "refresh" stored information and data. **Jim Mixon**, GM at Lake Charles, stated that while he has seen the presentation before, he is reminded every time to use the text more frequently as a training and management "tool". As such, Dennis will be scheduled in El Paso at lots 44 and 46 before the end of April.

Speaking of southern Louisiana, the Association-sponsored retail show at the Lafayette "Cajundome" on April 13th and 14th was a great success. Managers and sales staff from all three (3) sales locations were on hand to represent Nationwide and the Oak Creek product. A special thanks for a "job well done" is extended to **Glenn Billideau**, GM at New Iberia and **Kevin Broussard** for the work and energy they put in to organizing the show . The "HOT DEALS" promo, including free giveaway samples of Tobasco Sauce to everyone that toured a Nationwide home unit, and a free 52" big screen television on any new home unit purchased thru May 30th, was great. Thanks to Ronnie Richards and the folks at Whole Wheat for their input in formatting the promo design.

Region 2 Highlights

Sam Rice

CONGRATULATIONS TO CRUISE WINNERS **Craig Bryant** and **Bill Provot** from SC# 92 in Boerne, Texas for an outstanding job. Bill qualified by accumulating over 450 PC Points in just 2 months! His Payable Gross was almost \$90,000.00. Have fun sailing!

Region 7 Highlights

Dave Schwartz

Congratulations to SC #17 GM **Tim Foster** and Sales Pro **Bob Russo** for winning the cruise contest for Reg. 7!



Oklahoma City SC #54 Sales Staff photo sent in by
GM Jeff Goodrich

Congratulations

**Home Office Employee of the
Month for April:**
Michelle Lackner



Region 1 Southern Louisiana
Sales/Management staff at
Lafayette Manufactured Housing
Retail Show April 13-14

April Retail Anniversaries

1 Year

Evelyn Johnson, SC# 24
Hans Hammond, SC# 34
John Richardson, SC# 45
Eli Ontiveros, SC# 56
Justin Henry, SC# 59
John Blair, SC# 60
Tommie Dromgoole, SC# 68
Christina Myers, Home Office
Bernice Amboree, Western Ins
Kelly Poling, Western Ins

May Retail Anniversaries

1 year

Jason Moreland, SC# 17
Arcadio Rosas, SC# 18
Waydean Williams, SC# 43
Flor Galindo, SC# 48
Marlaina Perkins, SC# 58
Rick Cook, SC# 60
Lindel Sands, SC# 79
Devin Cook, SC# 97

5 years

Vickie England, Home Office

15 years

Michael Wallace, SC# 56

25 years

Chuck Carney, Jr., Home Office

THE UNIVERSITY OF CHICAGO



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Manufacturing News

Lancaster Update

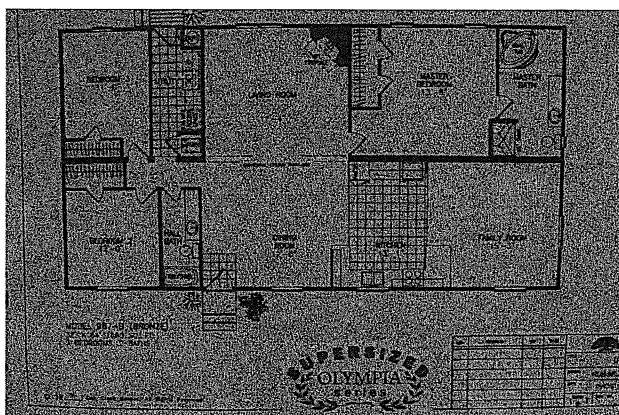
Chad Gaston

Oak Creek Homes of Lancaster is proud to announce the arrival of our newest 36 X 80. The new **4580** will be packaged and priced similar to the 4880. If you remember the proven model 580, just think **BIGGER, BETTER and REFRESHED**. The **4580** will be our most versatile model with floor plan choices of a 3 bedroom 2 bath w/ a den and parents retreat or 4 bedroom 2bath w/ parents retreat or a 5 bedroom 2 bath all with an available optional ½ bath. New high-tech options include a corner Media center in the family room or a centered media center in the den. This new model was designed around a model with a excellent track record and will now give overlapping markets two great 36 X 80's to stomp the competition with. We will be sending out floor plans, speck sheets, more information and additional features on this new house very soon so, keep your eye on Lancaster.

Oak Creek Update

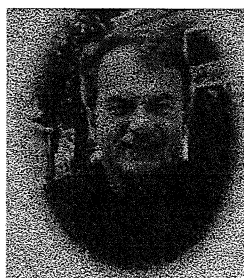
Mike Heninger

Oak Creek is about to roll out a new Olympia series, 965 & 1063, which can be supersized from 28' to 32' and is available in the Bronze, Silver and Gold packages you know and love. See a sample floor plan below.



In Memory of Dagoberto Moreno & Glenn Meier

In March, American Homestar and Oak Creek lost two longtime friends and co-workers, Dagoberto Moreno and former OCV-Burleson Sales Manager, Glenn Meier. Both men will be greatly missed.



Glenn Meier
6/25/42 – 3/31/02

Next Issue...

Thanks to those who contributed to the April issue!
The deadline for articles and photos for the next issue of the PCM will be Monday, May 20th.

April Retail Birthdays

Jerger, Charles	2-Apr
Pell, Mark	3-Apr
Weems, Judy	4-Apr
Newman, Benjamin	4-Apr
LaLonde, Jean Paul III	5-Apr
McMillen, Dan	7-Apr
Perkins, Rhonda	9-Apr
Wells, Deborah	10-Apr
Allison, Ronald	11-Apr
Aikman, Della	13-Apr
Baker, Robert	16-Apr
Blalock, Lanita	17-Apr
Nerren, Tracey	19-Apr
Coyle, William	20-Apr
Smith, John	21-Apr
Blakely, Peggy	21-Apr
Perkins, Marlaina	23-Apr
Richardson, John	24-Apr
Brown, Jeffrey	24-Apr
Jackson, Blake	25-Apr
Hewlett, Rhonda	27-Apr
Graham, Stephanie	27-Apr
Mueller, Philisha	27-Apr
Cisneros, LuEllen Lynn	28-Apr
Humphreys, David	28-Apr
Kuenstler, Katherine	28-Apr
Dean, David	29-Apr

May Retail Birthdays

Schlemeyer, Race	1-May
Munkittrick, Ryan	4-May
Cook, Rick	9-May
Browning, Stephan	12-May
Huntington, Marcee	14-May
Ragan, Michael	14-May
Dooley, Lewis	15-May
Snyder, Connie	15-May
Teeter, Finis	16-May
Townsend, Danette	16-May
Carreon, Arturo	19-May
Hughes, Jerry	19-May
Martin, James	21-May
Stafford, Kim	21-May
Powell, Elizabeth	23-May
Trana, Rhonda	23-May
Tucker, Chandra	24-May
Martin, George	27-May
Coniglio, Joyce	28-May
Lowery, Vivian	30-May
Sands, Lindel	30-May

