

PRESIDENTS CLUB MONTHLY

e-news

JUNE 2002:

- Bob Russo, Top Sales for 3rd Year
- Craig Reynolds Hits 20
- 2002 Presidents Club Winners
- Regional Scoop
- Manufacturing News
- 2003 Presidents Club Program

Bob Russo, Top Salesperson for Third Year Running

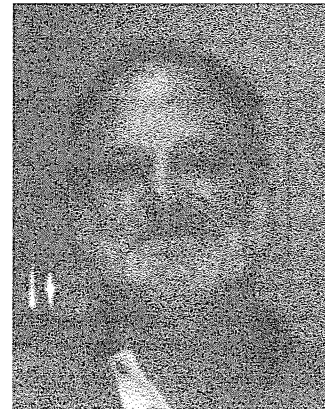
Its been three short years since **Bob Russo** joined Nationwide and only four since he left the auto F&I business to try his hand selling manufactured homes. But, somehow he has managed to be the number one salesperson in the company each year since he started, finishing this year with 27.5 new homes and \$335,000 in payable gross. He chalks his success up to being driven and competitive and setting goals. He also works very hard. Bob knows he couldn't put in 12-13 hours, 6 days a week without the support of his wife and two daughters, ages 8 and 2. "To be successful in this business, you have to be dedicated to yourself, your company and your family."

It also helps to recognize and fill a need within the market better and faster than anyone else. Mr. Russo noticed how often customers were requesting land/home financing, yet no one in the industry wanted to do it. He spent the first 3 months on the job learning everything there was to know about land/home. "In the beginning, it enabled me to do one extra deal a month." Now, Land/Home is the focus of Bob's business and that of his sales center, **SC#17 Nationwide -Houston**.

Five years from now, Bob Russo isn't sure where he'll be or what he'll be doing... "but, I am sure I'll be number one - whatever I do".

Congratulations to Bob and SC#17 GM Tim Foster on another outstanding year!

Congratulations
Home Office Employee of the Month for June:
Jessica Denmon



CONGRATULATIONS
to our beloved CFO
Craig Reynolds on his
July 1st 20 year Anniversary
with American Homestar!

Presidents Club 2002 Winners

Salespeople:

Bob Russo	SC#17	Gold
Juan Navarro	SC#17	Gold
Lisa DuPre	SC#45	Gold
Tony Craig	SC#94	Gold
Nicole Harvey	SC#57	Gold
Delbert Berry	SC#56	Gold
William Provot	SC#92	Gold
Cameron Claunch	SC#17	Gold
Randy Wilson	SC#79	Gold
Jimmy Whatley	SC#11	Silver
Billy Mathews	SC#61	Silver
Cindy Schoonover	SC#59	Silver
Race Schlemeyer	SC#88	Silver

General Managers:

Tim Foster	SC#17	Gold
Robby Golden	SC#78	Gold
Jack Maxey	SC#45	Gold
Leon Dooley	SC#11	Gold
Dave Fortriede	SC#59	Gold
Greg Burnett	SC#88	Gold
Craige Bryant	SC#92	Gold
Ray McKinney	SC#35	Silver
Dave Humphreys	SC#64	Bronze
Mike Levin	SC#21	Bronze

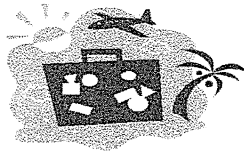
Mexico Bound PC 2002 Trip Winners

Salespeople

Bob Russo SC#17
 Juan Navarro SC#17
 Lisa DuPre SC#45
 Tony Craig SC#92
 Nicole Harvey SC#57
 Delbert Berry SC#56
 William Provot SC#92
 Randy Wilson SC#79
 Cameron Claunch SC#17

GMs

Tim Foster SC#17
 Robby Golden SC#78
 Jack Maxey SC#45
 Leon Dooley SC#11
 Dave Fortriede SC#59
 Greg Burnett SC#88



Have a great time!

Regional Scoop

Region 2 Highlights

Sam Rice

Congratulations to **Craige Bryant** (pictured right) and his staff at Boerne for achieving #1 Sales Center in Region 2 for fiscal year 2002. In addition, "congratulations" to **Bill Provot** and **Tony Craig** for attaining Gold level in the Presidents Club. Craige, Bill and Tony will be enjoying the sunny beaches of Mexico in early August.



Craige "Koala" Bryant climbs to his latest Presidents Club achievement – the Gold!



Salesperson Tony "The Tiger" Craig - #4 in New Unit Sales and Payable Gross for 2002

Region 4 Highlights

Jack Maxey

- Lot 33 welcomes **Jason Willingham** to their sales team.
- Congratulations to the "Relief Office Managers", **Mike Shea & Patricia Reed**...they were both alive and well when Renee returned back to work from her vacation.
- Lisa DuPre** OCV45 returned home from the Cruise with 3rd degree sunburn and sun poisoning...Lisa, Haven't you heard of SUNSCREEN?
- Mike Shea** spent a lot of his time in his cabin, on the cruise, due to "Sunburn"... (also known as Inebriation)
- Lot 45 would like to welcome **Doug Winters** and **Christine Anderle** to their sales team.
- Patricia Reed** and her husband Bill took a romantic trip to Port Aransas.
- Dana Kale**, daughter of Renee Kale, Sales/Office manager OCV 33, has a new interest...riding wild broncos...she is recuperating from a broken arm.
- OCV 48 is anxiously awaiting the arrival of a new baby. **Flor Galindo** is due at any time and just had her 1st anniversary with the company on May 21st.



#3 Salesperson in the Company, Lisa DuPre enjoys cruisin' with fellow salesman Nathan Garcia.



Nicole Harvey is thrilled to be named #5 Salesperson in the Company!



Congrats to SC#78 GM Robby Golden for finishing up #2 in Presidents Club points and

Region 7 Highlights

Dave Schwartz

- David Humphreys** Lot #64-Spring Sold 12 New Homes in the month of May! Great job!
- Dave Miller** Lot #79-Lufkin has sold an average of 10 homes a month for the last 3 months – all new homes, repos, wholesale homes purchased by Nationwide. Congratulations, Dave and team!

Manufacturing News

Oak Creek Update

Jason Breitenstein

Oak Creek Homes Ft. Worth division announces it's new... 1422 sq. ft. front-end load, model #3058 modular, also available in H.U.D. code. This new 3 bedroom 2 bath home is perfect for those smaller restrictive locations. The #3058 (pictured below) is designed for an optional site built garage or sun deck addition. This home is temporarily on display at the Ft. Worth Plant.



Special Thanks.....

I would like to express my gratitude to Nationwide Manufactured Homes. During the past 5 months, I have been on chemotherapy for breast cancer. I would especially like to thank Ray McKinney for his patience and understanding at this time and Dru West for all her help. Again, this has been a great three years working here and I plan many more. I will make the trip next year!

*Thanks,
Brenda Hodges*

Presidents Club 2003 Program

See next page for details....

Next Issue...

Thanks to those who contributed to this issue of the PCM!
The deadline for articles and photos for the next issue will be Monday, July 22nd.

July Retail Birthdays

Cameron, Paul	3-Jul
D'Andrea, Richard	4-Jul
Cowie, Cheryl	6-Jul
Garcia, Nathan	6-Jul
Roman, Juan	7-Jul
Carreon, Jose	9-Jul
Dixon, Vaughn	10-Jul
Brastad, Brian	10-Jul
Schwartz, Brian	11-Jul
Powell, R. Mac	12-Jul
Crosby, Richard	12-Jul
Schoonover, Cindy	13-Jul
Gonzalez, Eglantina	13-Jul
Terry, Arn Jr	14-Jul
Bristow, Danny	14-Jul
Kelley, Cheryl	15-Jul
Brandes, Jacquelyn	20-Jul
Kiel, Matthew	20-Jul
Wallace, Michael	21-Jul
Russo, Robert	21-Jul
Weider, Brenda	21-Jul
Palmier, Angela	21-Jul
Burnett, Kevin	24-Jul
Carney, Charles	25-Jul
Melott, Rosa	26-Jul
Frye, Dar	27-Jul
Fortriede, David	27-Jul
Sowa, Calvin	28-Jul

July Retail Anniversaries

1 year

Dru Smith, SC# 19
David Allison, SC# 64
Christina Beard, SC# 92

5 years

Barbara Clements, H.O.
Tina Gonzalez, H.O.

20 years

Craig Reynolds, CFO

Congratulations, everybody!

American Homestar

Presidents Club 2003

Awards: Gold Level Gold Presidents Club Watch
Silver Level Presidents Club Clock Plaque
Bronze Level Presidents Club Certificate

PC Trip: All Retail Gold Level Division Presidents & Regional VPs
Top 10 Retail Gold General Managers
Top 10 Retail Gold Salespeople

Eligibility: Program runs June 1, 2002 through May 31, 2003
Points prorated for hire dates between 6/1/2002 and 10/31/2002
1 Trip per family
Trip is not transferable
Must be employed at time of trip
Points are not transferable between programs

Retail Division Presidents & Regional Vice-Presidents Program:
Gold Level only Must exceed Business Plan for your Region

General Managers Program: Gold = 1150 Silver = 1000 Bronze = 850
3 pts. Per \$1,000 Net (Pre-tax, After Bonus) Profit
15 pts. Per New Home Unit Sold
5 pts. Per HSTR Mortgage Sold
3 pts. Per 21st Repo Sold
*ROLEX WATCH awarded for Pre-Tax Profit (pre-bonus) = \$1,000,000 (one per person)

Salespersons Program: Gold = 1000 Silver = 900 Bronze = 800
15 pts. Per New Home Unit Sold
5 pts. Per \$1,000 Payable Gross
20 pts. Per Aged Inventory Home Sold 12+ mos. Old
10 pts. Per HSTR Mortgage Sold
5 pts. Per 21st Repo Sold

