

MENTOR PROGRAM

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Becki Ashby
New Agent

Lori Klindera & G-II Varrato II
Mentors

October 22, 2001
Date Protégé Assigned
To Mentor

Enter the "Date Protégé Assigned to Mentor" to your nearest recollection.

Above the "Address" line enter ONLY the 'street address' of your first three transactions, chronologically, that your Mentors will take you through or of those first three transactions that your Mentor has taken you through already.

| Enter any comments below | 1. | 10375 W Primrose Dr, Avondale | 1/28/02 |
|---|----|---------------------------------------|--|
| G-II & Lori were there for me <i>every</i> step of the way, available to me regarding any and every question I had. The greatest feat was when G-II helped me prove there was a broken air condensate line inside a wall. This was my first transaction, but these clients loved the work I did & continue to refer me to their friends! | | Address | Closed Date or Scheduled Close of Escrow |
| Enter any comments below | 2. | 16586 W Baden Ave, Goodyear | 2/07/02 |
| This transaction was new territory for me as it was a spec home, not resale. G-II guided me through the things to look out for and areas to advise my client on regarding the Public Report, builder incentives vs. choosing another lender, installing a pool, inspections, etc. His guidance gave me knowledge & confidence. | | Address | Closed Date or Scheduled Close of Escrow |
| Enter any comments below | 3. | 3137 N 126 th Dr, Avondale | 3/21/02 |
| This was my 3rd transaction to close, but really my 4th client. Already by this time I was feeling the confidence of having a few transactions under my belt. The mentoring I continue to receive from G-II and Lori has been invaluable. Any success I've achieved would not have been possible without their expert guidance & support. They are completely unselfish w their time. | | Address | Closed Date or Scheduled Close of Escrow |

Additional Comments Optional:

G-II and Lori were my Realtors when I moved to Phoenix three years ago. Then and now I believe them to walk on water in the Real Estate world. G-II gave me great advice when I emailed for info on getting into the business, and offered to be my mentor should I choose to work for CB Success. I would not have even considered any other opportunity with any other agency. I knew I wanted to work with the best, and I've never looked back.

It always amazes me how G-II and Lori can share themselves and their time so completely with so many different people, all while still running their own very successful business. I don't know how they do it. I know that their own productivity would be even greater if they did not dedicate so much of their time to helping others. They are responsible in so many ways for not only their success in Coldwell Banker Success, but also I feel for that of CB Success itself. If there were an award for Top Agents, based on dedication, loyalty, & generosity, not solely on a dollar bottom line, then from my experience I would say that would surely have to go to Lori and G-II! They're the Best!

Please do not exceed "Comment Box Height" with your text. Thanks