

MENTOR PROGRAM

Form Last Updated 10/27/2002 9:05:17 AM

Bob Mundy
New Agent

Lori Klindera & G-II Varrato II
Mentors

January, 2002
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.	206 W. Surrey, Phx, 85029	02/28/02
Excellent help in constructing the contract. Became a template for future contracts. Advised of the possibilities of difficulties of an all cash transaction. Excellent help with all forms to insure a correct file.		<u>Address</u>	<u>Closed Date or Scheduled Close of Escrow</u>
Enter any comments below	2.	2315 W. St. Moritz, Phx, 85023	06/12/02
Once again excellent mentoring. Available 24/7 to answer questions regarding nuances of FSBO transaction. Excellent CMA preparation help to assure appraisal. Also detailed insight into FHA appraisal criteria.		<u>Address</u>	<u>Closed Date or Scheduled Close of Escrow</u>
Enter any comments below	3.	236 W. Waltann, Phx, 85023	10/15/02
Excellent mentoring. Always available for answers to questions. Answers to questions always supported with detailed explanation, and citation of scenarios and legal ramifications. Contract verbiage continues to be refined through discussion.		<u>Address</u>	<u>Closed Date or Scheduled Close of Escrow</u>

Additional Comments Optional:

Lori and GII have worked hard to polish my contract and transaction skills. I feel that I am becoming a capable and professional realtor as a result of their careful and in-depth training. The more I am in contact with them the more assured I am that I will excel in real estate sales. More recent transactions, (3), have gone well, but there were challenges with one in particular involving a real estate attorney as the Seller, and a lending institution VP as the Buyer. GLL and I had many interesting conversations regarding this transaction trying to "parry" the actions of both buyer and seller. Transaction successfully closed! The more they mentor me the smoother the transaction seem to be going, and the more confident I become., but not without checking with GII first! GII and Lori have been instrumental and indispensable in helping my contracts and transaction files virtually error free. Bob Mundy

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