

# MENTOR PROGRAM

Form Last Updated 11/7/2002 12:27:05 PM

Joni & Jerry Woollen  
New Agent

Lori Klindera & G-II Varrato II  
Mentors

January 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.	11402 N 57 <sup>th</sup> Ave	05/30/01
G-II helped us understand the FHA arena – financing, contract writing, inspections, appraisals, etc. He introduced us to what has become our favorite inspector		<u>Address</u>	<u>Closed Date or Scheduled Close of Escrow</u>
Enter any comments below	2.	6414 W Villa Linda Dr	07/19/01
With new homes there usually isn't much room for negotiating but here we used what we had learned from G-II about how to squeeze blood out of a turnip. It worked and we got them lender incentive without using the builder's lender.		<u>Address</u>	<u>Closed Date or Scheduled Close of Escrow</u>
Enter any comments below	3.	4212 N 47 <sup>th</sup> Dr	08/30/01
This was our first listing and it sold fast. G-II helped us plow through the complications of 2 offers. These included FHA loans, Neighborhood Charity Program, AmeriDream, and seller contributions to buyers costs. So much to learn in one small deal but he kept us cool.		<u>Address</u>	<u>Closed Date or Scheduled Close of Escrow</u>

## Additional Comments Optional:

G-II and Lori were enormously helpful in the above deals. They held our hands when we felt we had no idea what we were doing, made themselves available at the drop of a hat, and taught us the safe way (try to stay out of the courtroom) to run our business. Their wisdom about every facet of this business is incredible and the fact that they are so eager to share it all with us is most generous. Today they are still there for us when we tread on shaky ground. We feel special to be under their wings. Often they have held small classes focusing on specific issues like contracts, CLA's etc. And it's not unusual to get a mini-class over the phone to meet an urgent need. G-II's interview with us 2 years ago was the main reason we chose Coldwell Banker Success Realty. He and Lori are a big reason why we stay. We love them and treasure our relationship with them. You couldn't find better mentor's!

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