

REDEFINING
THE BEST WAY
TO DO BUSINESS
IN THE
21ST CENTURY



31441 SANTA MARGARITA
PKWY, #115
RANCHO SANTA MARGARITA,
CA 92688
PHONE (949) 525-8412
DECEMBER 18, 2019

With 15 reporting, EAOC members had \$51,473,000 in total sales in 2018.



This week, banker-turned-broker Wesley Oliver shared his excitement over the perks of being a broker!

The biggest advantage Wesley now boasts is being able to SAVE his clients MONEY, by no longer being restricted to offering loan rates from just ONE bank. He can now pull from his database of rates to find the perfect fit for just about any loan scenario.

Wesley shared with us several stories of families he's helped all over California and Arizona, most memorable being a family he was able to assist in getting a loan with ZERO closing costs aside from their down payment.

By leaving his position as a banker, Wesley gave up a few corporate office amenities designed to keep employees happy—but he quickly realized that when each of these extras adds to his clients' costs, they're easy to turn down.

TO SUCCEED IN
BUSINESS IT'S NOT
WHAT
YOU KNOW BUT
WHO
YOU KNOW THAT
COUNTS MOST!

SCHEDULE

GREETERS DECEMBER 25TH

**Dec 25th—NO MEETING
HAPPY HOLIDAYS!**

**Jan 1st—NO MEETING
HAPPY HOLIDAYS!**

No Meeting—Happy Holidays!

As a broker, Wesley loves offering more competitive rates than he's EVER had the ability to offer in the past, at lower costs, AND with more flexibility. Not all banks can offer the same rates on FHA loans, but having access to the entire database of bank rates makes it unlikely that you won't find a match to offer to your clients.

A good lead for Wesley is anyone interested in buying or refinancing a home, a realtor who is looking for a strong partner to help with business building, or an organization who



wants to offer a behind-the-scenes look at the home buying process.

For more information on Wesley, please visit: Omni-Fund.com.

Thought for the Week

"Have I not destroyed my enemy when I have made him into my friend?"

- Abraham Lincoln

Open Classifications

Automobile Detailing

Awnings & Canvas

Business Brokerage

Dry Cleaning

Handyman

Mechanic

Optometrist

Paint Store

Dentist

Physician / Dermatologist

Physician / Internist

Restaurant: Chinese

Window Cleaning

Solar Panels

Janitorial Services

5:00 AM Club

8 Reasons to rise early

- 1. No disruptions*
- 2. Mental edge over others*
- 3. Builds discipline*
- 4. Great time to exercise*
- 5. Faster commute*
- 6. You're more likely to work*
- 7. Less likely to procrastinate*
- 8. Builds momentum for the day*