

LOGOS



REAL ESTATE

Victory at Verrado
3572

1593 sq ft, 2 bedrooms, 2 baths, two-car garage

FLOOR PLAN

20652 W Colina Court
Victory in Verrado | Buckeye, AZ 85396

Presented by
Karen Milhous

Karen Milhous REALTOR®
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20652 West Colina Court
Victory in Verrado

- CalAtlantic Home, built in 2016
- Very popular Camella floor plan expands the living space with front patio
- Located on a beautiful, pie-shaped lot across from Colina Park
 - AND view fence backing to walking path & natural space
 - Mountain Views
- Sparkling Pebbletec Pool w/waterfall
- Travertine front patio spaces, back patio & pool decking
- Camella floor plan – two bedrooms plus den/office; two baths
 - Plank tile flooring throughout home
- Kitchen/Dining/Great Room – windows & slider to outdoor views
- Stainless appliances, quartz counters, stacked stone accents
- Water softener AND whole house water treatment system
- Garage cabinets, slatwall and epoxy floor
- Updated and refreshed landscape & exterior trim paint
- Immaculately maintained – ready for MOVE-IN!

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Integrity CRE™ “Where a Handshake Still Means Something”
Commercial Realty Done Right.

Redefining Real Estate in Arizona

Offering Full-Service Real Estate Solutions to Arizona-Based Businesses

INTEGRITY CRE HEALTHCARE TEAM

Our team at Wakeman Integrity has a proven track record of success throughout Arizona. For years, we have identified and closed on medical office spaces, retail locations, investment properties, and commercial real estate in general. Work with our team and discover why Wakeman Integrity is the most highly referred real estate agency in Arizona.

Committed to Our Core Values

At Wakeman Integrity, our dedicated real estate brokers, agents, and specialists take an oath to uphold the following core values:

Honesty
Always serving in our clients' best interests

Transparency
Building relationships centered on trust and communication

Attention-to-Detail
Searching tirelessly to find the perfect listings

Responsibility
Vetting each property before entering negotiations

Quality
Offering full-service support and representation from start to finish

Integrity
Honoring our commitment to honesty at every moment.

Our Wakeman Integrity team

Wakeman Integrity's Client Services Department offers a comprehensive real estate expertise to provide service and support for the Company's business clients and the community at large.

Research

- Property tracking & market analysis
- Market research & analysis
- Market trends

Marketing

- Creative direction and advertising design
- Copywriting and copywriting
- Property staging
- Content property marketing programs
- Email blasts to over 30,000 brokers, tenants, and investors

Mapping

- Site selection and location analysis
- Traffic counts, drive times, demographic insights, demographics, and market reports

Public Relations

- Operating for press releases, business, advertising, real estate and industry magazines
- Coordination and implementation of social events
- Development of marketing strategies for advertising projects to target groups
- Client representation with local and national media representatives

Publishing

- Variable data direct mail services
- Professional printing
- High quality color printing
- Outstanding quality brochures and flyers

Wakeman Team

Melynn K. Wakeman
President | Designated Broker

As Founder and President, Melynn K. Wakeman says her company name speaks volumes about who she is. “When I say that I will serve you with integrity, I mean it.”

In leading Wakeman Integrity LLC, Melynn has realized success in the industry based on her vast and diverse healthcare business background, as well as her impeccable reputation. A 14-year industry leader, she is a well-respected commercial real estate sales professional, consultant, business developer and operations.

Melynn is the Designated Broker for Wakeman Integrity, which specializes in healthcare commercial real estate. As the founder and president of a woman-owned commercial real estate brokerage firm, she bucked the trend of cutting back during the COVID-19 pandemic. Instead, she grew her company in 2020 with the addition of two brokers and a team of IT, marketing, website, legal and accounting consultants.

The growth of Wakeman Integrity is a direct result of the firm's commitment to its core values. They include:

- **Honesty:** Always serving in our clients' best interest.
- **Transparency:** Building relationships centered on trust.
- **Attention to detail:** Searching tirelessly to find the perfect listings.
- **Responsibility:** Vetting each property before entering into negotiations.
- **Quality:** Offering full-service support and representation from start to finish.
- **Integrity:** Honoring our commitment to honesty at every moment.

Prior to founding Wakeman Integrity, Melynn played a key role at Centum Health Properties as Vice President of Operations/Designated Broker. She established a sister company in Arizona by developing a local office and identifying fiscally sound medical office portfolios for acquisition.

MARKETING TOOLS

Your property will be included on several industry websites making it accessible to anyone with internet access - anytime and anywhere. An internet listing may include photos of your property, the plans, floor plans, maps and demographics - appearing in the following:

Integrity Commercial

We are currently looking for qualified and professional individuals to join our team. We are currently looking for individuals who are experienced in the commercial real estate industry. We are currently looking for individuals who are experienced in the commercial real estate industry. We are currently looking for individuals who are experienced in the commercial real estate industry.

CoStar

CoStar is a leading provider of commercial real estate information. We are currently looking for individuals who are experienced in the commercial real estate industry. We are currently looking for individuals who are experienced in the commercial real estate industry.

LoopNet

LoopNet is a leading provider of commercial real estate information. We are currently looking for individuals who are experienced in the commercial real estate industry. We are currently looking for individuals who are experienced in the commercial real estate industry.

GreenSource

GreenSource is a leading provider of commercial real estate information. We are currently looking for individuals who are experienced in the commercial real estate industry. We are currently looking for individuals who are experienced in the commercial real estate industry.

Email

We are currently looking for qualified and professional individuals to join our team. We are currently looking for individuals who are experienced in the commercial real estate industry. We are currently looking for individuals who are experienced in the commercial real estate industry.

Brochures & Postcards

We are currently looking for qualified and professional individuals to join our team. We are currently looking for individuals who are experienced in the commercial real estate industry. We are currently looking for individuals who are experienced in the commercial real estate industry.

Signage

We are currently looking for qualified and professional individuals to join our team. We are currently looking for individuals who are experienced in the commercial real estate industry. We are currently looking for individuals who are experienced in the commercial real estate industry.

BROKER OUTREACH

Project Name	Property	Acquired Cost
Wakeman Integrity, West Glendale for the building	Acquired	\$2,000,000
Wakeman Integrity, West Glendale for the building	Acquired	\$1,500,000
Wakeman Integrity, West Glendale for the building	Acquired	\$1,000,000
Wakeman Integrity, West Glendale for the building	Acquired	\$800,000
Wakeman Integrity, West Glendale for the building	Acquired	\$600,000
Wakeman Integrity, West Glendale for the building	Acquired	\$400,000
Wakeman Integrity, West Glendale for the building	Acquired	\$200,000
Wakeman Integrity, West Glendale for the building	Acquired	\$100,000
Wakeman Integrity, West Glendale for the building	Acquired	\$50,000
Wakeman Integrity, West Glendale for the building	Acquired	\$25,000
Wakeman Integrity, West Glendale for the building	Acquired	\$12,500
Wakeman Integrity, West Glendale for the building	Acquired	\$6,250
Wakeman Integrity, West Glendale for the building	Acquired	\$3,125
Wakeman Integrity, West Glendale for the building	Acquired	\$1,562
Wakeman Integrity, West Glendale for the building	Acquired	\$781
Wakeman Integrity, West Glendale for the building	Acquired	\$390
Wakeman Integrity, West Glendale for the building	Acquired	\$195
Wakeman Integrity, West Glendale for the building	Acquired	\$97
Wakeman Integrity, West Glendale for the building	Acquired	\$48
Wakeman Integrity, West Glendale for the building	Acquired	\$24
Wakeman Integrity, West Glendale for the building	Acquired	\$12
Wakeman Integrity, West Glendale for the building	Acquired	\$6
Wakeman Integrity, West Glendale for the building	Acquired	\$3
Wakeman Integrity, West Glendale for the building	Acquired	\$1

MENUS

Beverages

(Delivered in ice foam chest)
Canned Sodas and Bottled Waters 2.00 ea
Coke, Diet Coke, Sprite, Lemonade, Water

Extras

Cups and Ice in Foam ice chest for drinks - 1.00 ea
Disposable Cutlery Packets (heavy duty knife, fork and napkin) 50¢
Heavy Duty Disposable 3-Compartment Plate - 50¢ ea
Heavy Duty Disposable Dessert Plate - 25¢ ea
Extra Barbecue Sauce
Gallon 25.00 1/2 Gallon 15.00 32 oz. 12.00 16 oz. 6.00

Ordering Instructions and Delivery Charges

Please allow at least 24 hours notice for orders of 50 or less guests.
Large orders may require 48 hours notice depending on the menu choices.
Please allow a 15 to 20 minute flexibility window for delivery time.
Traffic and unforeseen circumstances from time to time may cause delays in our delivery schedule.

All orders require pre payment by credit card unless other arrangements have been made by our manager. We do charge a 10 percent service fee which covers delivery within a 10 mile radius and the delivery person's time to set up your meal. Gratuities are separate and certainly appreciated by the driver and shared with kitchen staff.

Rental Chafing Dishes

Available at a rate of \$15.00 per chafing
Requires an additional pick up fee unless the customer chooses to return them clean and in good condition.

Cooler and Hot Holding Equipment

Recommended for very large orders that are dropped off.
Please discuss these options with your catering sales person.

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262.751.4777

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AWARD WINNING BBQ
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COOL**

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MONSTERLAND BAR & GRILL

Come Back in the Darkness and Enjoy a Scary Good Time!

SCARY GOOD TIMES!

Monsterland Bar & Grill is the only restaurant in the Phoenix area that has a haunted bar and grill. Our menu will give you a scare and our atmosphere will give you a thrill. We have a variety of scary good times for you to enjoy. We have a variety of scary good times for you to enjoy. We have a variety of scary good times for you to enjoy.

MONSTERLAND BAR & GRILL

DINNER ENTREES

All entrees served with House Salad, and Choice of Side, Bread and Apple Pie 6.99

Tempo Friday*
New! Handmade Beef Cheese Grilled and Breaded to our own recipe. Served with House Sauce.

Big Easy
A Handmade Beef Cheese Grilled and Breaded to our own recipe. Served with House Sauce.

3-Star*
Grilled to our own recipe. Served with House Salad, Breaded to our own recipe. Served with House Sauce.

Bacon*
A Handmade Beef Cheese Grilled and Breaded to our own recipe. Served with House Sauce.

Grave Rigger
Traditional style. Served with House Salad and House Sauce.

Witch's Pot
Handmade High Cheese of Blue Beer Breaded. Handmade Beef Grilled with Mustard, House Sauce and a Choice of Side.

*All about our
Happy Birthday Specials
Baby Specials
New Year Specials*

**Copper
Bistro**

530 100 100
Copper Bistro
208 S. ...
Glendale, AZ 85021

CANT STOP SMOKIN' BAR-B-Q

SHOEHORSE

1. Order anything on the menu
SMALL-STYLE or as one of our
COMFORT COMBOS
2. Decide "FOR HERE" or "TO GO"
3. Pick your PROTEIN

Power Greens

Side Salad 3.99
Kale Salad 5.99
Bowl & Protein 6.99

COMBOS

Combo #1
Half Chicken or Combo 1.99

Combo #2
Big Sandwich 6.99

Combo #3
Choice of Protein (2) Steak,
meat with our 1.99

Combo #4
1/2 Pork Rib 12.99 1/2 Pork Rib 12.99 1/2 Beef 12.99

Rock Combo
Steak @ 12.99 1/2 Beef 12.99 1/2 Pork Rib 12.99

Pre's Pub
Steak @ 12.99 1/2 Beef 12.99 1/2 Pork Rib 12.99

LUNCH SPECIAL

Small, Medium, Large
All sandwiches 6.99
and a 2.99 + tax

VALUE MENU

Smoked Sausage Link 1.99
Smoked Beef 2.99
Half Chicken 3.99
Taco (2) Salsa Pulled Pork Sliders 4.99
Taco (2) Chopped Beef Sliders 4.99

FRESH JERKY

Beef & Turkey Jerky 5.99 for 4 oz.

SIDES

Small 1.99 Medium 2.99 BQD 1.99

Smokin' Juicy's Baked Beans
Jalapeño Beans
Chili's Corn Potatoes
Corn Cabbages
Coles Slaw*
Potato Salad
Macaroni Salad*
Green Beans
Macaroni & Cheese
Alfredo's Chicken Salad

BIG SANDWICHES

Alfredo's Chicken Salad
Smoked Turkey Breast
Smoked Chicken Breast
Salsa Pulled Pork
Smoked Sausage
Smoked Brisket
Chopped Beef
Salmon To-Go

Make it a COMBO
Add a drink for 1.99
Add a side for 1.99

Wide Wealth Management Group
Financial Planning • Investment Management • Estate and Tax Planning

A Personal Approach to Wealth Management

As life changes...

so do your goals.

We can help.

The Wide Wealth Difference

A Financial Services Boutique
At Wide Wealth Management Group, it's All About You.

As a leading financial firm, we offer you services that are personal, private and exclusive. We strive to have only a limited number of clients, and to provide personal service to every one of them. We honor our relationship with you by providing you with the best and most innovative solutions you will not find elsewhere.

- We take the time to understand your goals in life and how you feel about your assets
- We can advise you on all your financial affairs including retirement, asset planning, insurance and other interest design a plan to address a single aspect of your business
- Your financial plan shows you what you need to do to meet your goals in life
- Your portfolio is tailored to your goals and your ability to withstand market losses
- Investments are monitored and you receive reports quarterly about performance
- You will understand everything we do for your investments, fees, and financial plan
- As a privately held business that has been in our family for over 100 years, you will be treated as an individual and we are free to discuss the right solution for you

Our Pledge To You
Trust. Respect. Integrity.

You can trust Wide Wealth Management Group to always be there when you need us, answering your questions and working with you to meet all of your goals. Here service is all that we sell, you can count on us.

- Trust you with respect, honesty and integrity
- Want us as your financial advisor, always putting your interests first
- Advise you to ensure that you are comfortable with each of our recommendations
- Strive to exceed your expectations at every level of the relationship

Wealth Management Designed Around You

Your Wealth Drives Our Philosophy and Advice

Wide Wealth Management Group doesn't provide cookie-cutter or one-size-fits-all solutions. Instead, we offer a discovery process with a long-term focus that allows you to meet life's most important goals.

- Discovery:** In our first meeting, we work together to uncover your true financial needs, goals and concerns, or what we envision your career financial position
- Your Financial Framework:** With a better understanding of where you are and where you want to go, we will design a personalized, actionable plan to help you pursue your goals
- Manual Commitment:** Once your plan has been presented to you and you have had a chance to review it, we will answer all of your questions, requests and concerns, and then decide together how to proceed
- Implementing Your Plan:** When you are ready to get the ball rolling for your plan, with your help we take care of the paperwork and get your plan moving forward
- Review:** As life changes, so do your goals. We make sure your plan remains in line with your goals, we will meet regularly to review your progress and ensure your plan and investments continue to fit your objectives

Discovery

Proactive Path Around Your Goals
Clear-Objective And Bold-Action Results

A clear investment process, combined with years of experience, leads to good investment decisions. To that end, we have created a detailed process to ensure you receive high-quality and consistent service. In our first meeting, we work together to uncover your true financial needs, goals and concerns, and we will evaluate your current financial position.

We discuss where you are today with where you want to be in the future by focusing on:

- Identifying what you need in the future
- Determining your needs, liabilities, benefits, income sources and expenses
- Identifying when you will need
- Determining what kind of strategy you want to address
- Identifying your portfolio and what you are willing to do to address them
- Determining how and how often you need to re-evaluate

Our professional advice will help you maximize your equities and power your wealth-based dreams. We can help you consider all of your financial and investment resources, from 401(k) plans and Individual Retirement Accounts (IRAs) to Social Security and your taxable investment savings, and design a comprehensive financial plan that gets you where you want to go.

Your Financial Framework

Planning Toward Your Financial Future
Building the Right Plan for You

With a better understanding of where you are and where you want to go, we will design a customized, actionable plan to help you pursue your goals.

Setting off financial planning is a good idea. Doing it yourself takes time away from your job and your family, and may cause it to not get properly addressed. At Wide Wealth Management Group, we are here to assist in every step of creating a financial plan and monitoring your assets.

With your goals in mind, we will develop a financial plan that acts as a road map to help you reach your financial goals. This provides an overview of your existing holdings and strategies, benchmarks your current plan against your goals, and identifies overall health, risks and opportunities. Upon completion you will know where you stand in your financial plan and what to do next.

Our professional advice includes all aspects of your financial life including:

- Retirement investment decisions based on your individual investment goals
- Charitable asset allocation strategy, objectives, including term and rate-adjusted returns
- Investment analysis and asset allocation
- Investment planning, asset liability and pension analysis
- W-9 and 1099 forms and other tax-related options
- Retirement planning, asset liability and pension analysis
- W-9 and 1099 forms and other tax-related options
- Build a solid asset allocation strategy through your 401(k), IRA and beyond
- Retirement planning
- Charitable planning
- Succession planning and estate planning

Manual Commitment

Empowering You to Take Control
Subject Matter to Your Own Terms

Once you have had a chance to review your plan, we can answer all of your questions, respond to any concerns, and then decide together how to proceed.

Empowering You to Take Control
Subject Matter to Your Own Terms

Wide Wealth Management Group's education oriented process empowers you to pursue long-term financial security. You get confidence from understanding the financial planning process, and then we coach you on the best ways to get from where you are today to where you want to go, while avoiding potential obstacles along the way. This coaching program is designed to simplify your life by reducing your anxiety about finances. The result is a higher level of confidence that gives you the freedom to live your life based on what you want to do, not just what you have to do.

Your Unique Solutions

We work with you to help strategize that will get your financial goals in motion. Through regular communication our team helps you accomplish in finishing the pieces you have started. With the road map in hand and your journey on the way, you will know that a sense of confidence that the best vehicle and tools for the job have been assembled to get you where you want to go.

Among the options we may implement as part of your Unique Solutions include:

- Portfolio restructuring to eliminate overlap and to increase diversification
- Specific recommendations to buy, sell or hold
- Investment review of your 401(k) or other retirement accounts
- Setting up new accounts as needed for retirement, college savings, or other goals
- Willing the investment goals with life, health, disability and long-term care
- Completing an estate planning checklist to prepare to have your will completed or updated

Implementing Your Plan

If you want, allow us to take care of the paperwork and get your plan moving forward. When you are ready to take the next step, we get the ball rolling for you.

The Advisor Link Advantage
Combining a Proven Team of Experts and Specialists Ready to Support You

In our possession of all the knowledge and applicable necessary to complete your plan is to handle the many facets of your life. To you may be professionals in different areas for advice but it can become cumbersome managing all of these relationships. We serve as the link that holds your advisors together. Whether it's working with your existing team or through our network of existing relationships, our goal is to make sure you receive coordinated advice. With the Advisor Link Advantage, we offer our clients access to a strategic network of top-tier individuals and teams from the following professions and beyond:

- Tax, accounting and legal
- Insurance (Life, Health, Disability, Property and Casualty)
- Education and 529 plan administration
- Banking
- Marketing
- Business consulting
- Management consulting
- Individuals in related services for a multitude of other services

The above mentioned services are provided by outside professionals and organized with Client Advisor LLC or Wide Wealth Management.

Review

A Relationship with Vital Communication
The Advisor Link Advantage: Your Shield

Our commitment to education and communication helps form the foundation of a lasting relationship.

In many ways, your initial plan and strategies are like the building and foundation of your financial life. You can only see the building framework, what changes and comes by itself. With the Advisor Link Advantage, we maintain regular communication and schedule periodic reviews to any changes affecting your life and plan. These efforts help coordinate progress reports and periodic reviews to determine if your asset growth and financial plan is still on track or if a new direction is needed. Among the tools we use to monitor your progress are:

- Regular reviews to monitor progress toward goals, evaluate portfolio performance and ensure that your portfolio is on track with your financial goals
- Annual comprehensive review of your financial plan
- A well-timed, written report on asset planning system that provides us with real-time data on all of your holdings, regardless of where that are located
- Periodic newsletters provide updates on the market and planning ideas
- Access to an easy-to-use system to track your concerns or questions
- Ongoing review and re-balancing to ensure your portfolio stays within your allocation parameters
- Constant communication through quarterly reports and regularly-scheduled meetings

Awards & Recognition

Barron's List of 1200 Top Advisors
2021, 2020, 2019, 2018, 2017, 2016, 2015, 2014, 2013, 2012, 2011, 2010, 2009

"We are pleased to name Wide Wealth Management Group to our list of Top 1200 Financial Advisors for 2021. The list is a testament to the firm's commitment to its clients and its dedication to providing high-quality financial planning services. Wide Wealth Management Group is a true leader in the industry." - Barron's

A personal approach to...

Wealth Management.

Life

Health Wealth

Wide Wealth Management Group
Financial Planning • Investment Management • Estate and Tax Planning

11120 WINDYBROOK DRIVE • FARMERSVILLE, OHIO 43141
TEL: 614.291.3600
WWW.WEALTHGROUP.COM



SATORI SOL
START TO FINISH BRANDING - BOTTLE DESIGN - PRINT MEDIA

POSTERS

SATORI SOL™
be true to your skin and it will be timeless to you.

INTRODUCING! **The New 2004 Temptation Line**
Too Much of a Good Thing

LUSH
Juicy Twist of Wild Guava, Pomegranates & Passion Fruits
Succulent Accelerator
12 oz 355ml e

Sensual
Tempting Bronzer
Non-Streaking!
12 oz 355ml e

VIXEN
Deep, Dark, natural Bronzer with Henna, Fig, Coffee Extract and more...
Sultry Hot Bronzer
12 oz 355ml e

12 Luscious Ounces in each of our **NEW** Temptation Products
PLUS A **FREE** Trial Sample of our Touch Line or Imagine Line Products!!

THE imagine LINE
Our premium line. Perfection in Results. Yet suggested retail in the mid \$40 range.

THE Touch LINE
Satori's Exciting Superior Colour-Enhancing Bronzers

green tea
red wine
wheat grass
henna
Nature-based tanning

Improved Scent & Darker Bronzers!

Imagine Exotic Accelerator, Become Sensual Bronzer, Glo Bronzer Tingle, Beyond Intense Tingle

kashoip Superior Bronzer
chill seeker Cooling Bronzer
blush Hot Bronzer

HENNA BLACK TEA TURMERIC CURRY
CINNAMON GINGER CLOVE
MINT BASIL CHAMOMILE

New Darker Bronzers! Added Tingle & Fresh Skin Appearance!

HYDRATING MOISTURIZING
Sea of Green

ANTI-AGING
Waters of Satori

Come, take the waters they would say and miraculous things will occur... Our connection to the waters is primal, mystic and ever present. Satisfy your need to connect with the Waters... the Waters of Satori! Simply spray it up and then let it on, all over your body and face! Feel the Waters blissful tanning on your skin, notice the vibration of your skin return to what was once thought lost by the purity of pure essential oils.

ATTENTION SALON OWNERS

Every Satori Sol Tanning Lotion will come with a **FREE TRIAL SIZE** upgraded lotion or one of our moisturizing and anti-aging products. An incredible value to your customers (while supplies last)

Incredible Value-Added Strik Wraps

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HALLOWEEN BASH

SATURDAY
OCTOBER 28TH
9pm til Close

WE HAVE TREATS FOR YOU, MY PRETTIES!!

COSTUME CONTEST

Best Costume PRIZES

1st place \$100 gift card
2nd place \$75 gift card
3rd place \$50 gift card

Sign in is from 10 to 10:30 pm.
Judging will be later that night!!!
*Anyone who arrives after 10:30 will not be able to participate. \$10 minimum purchase to participate.

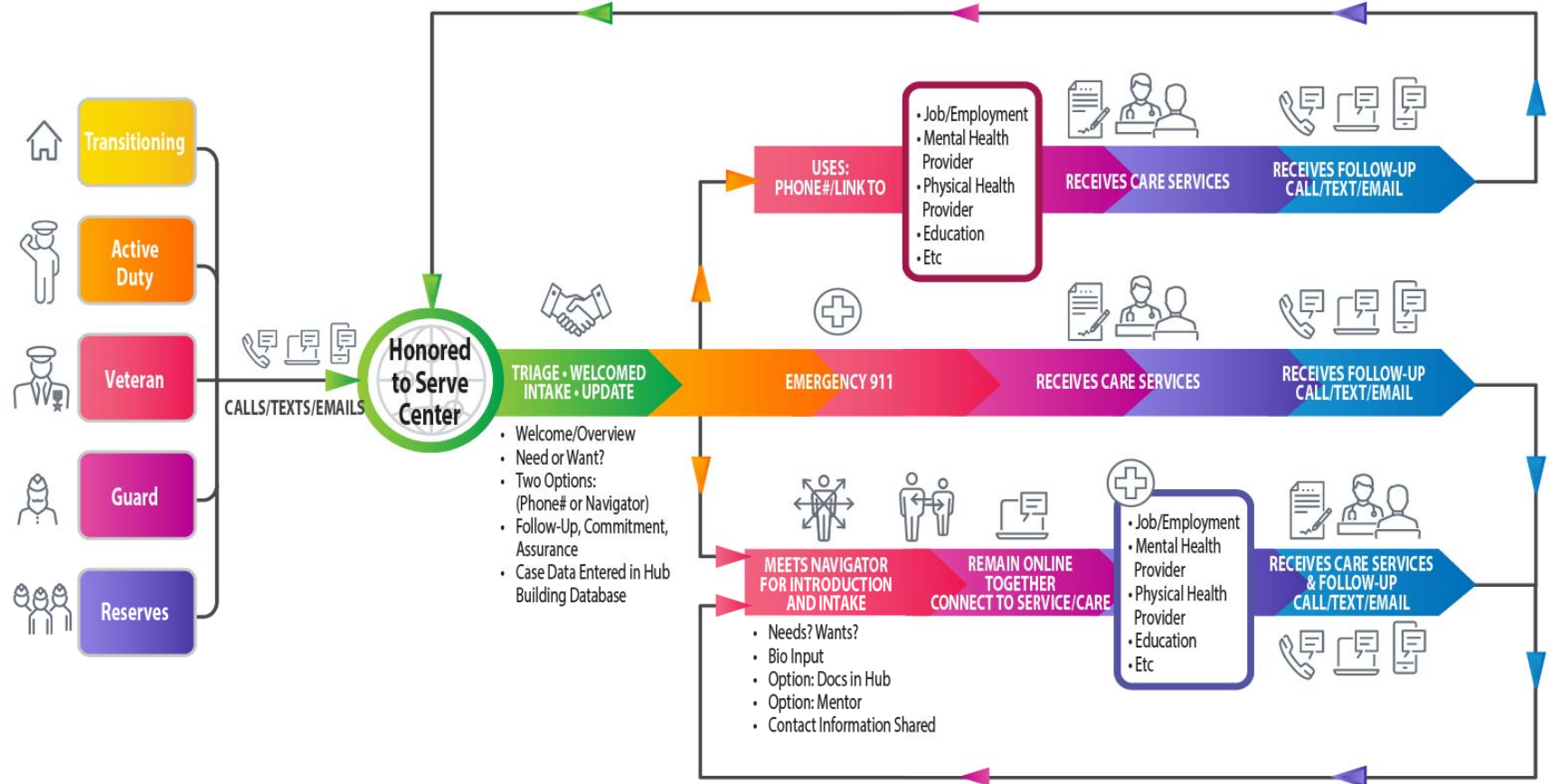
DRINK SPECIALS ALL NIGHT

TAY

Scaryoke 9pm

Honored-to-Serve Center

3 Possible Journeys



SAR Saguaro Chapter has helped to cover costs of this graphic design.



CORPORATE ADS

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Scottsdale, AZ 85253

Securities and advisory services offered through Cetera Advisors LLC, Member FINRA/SIPC, a broker/dealer and an investment adviser representative. Cetera is under separate ownership from any other entity.

Barron's Top 1200 Advisors (Award recipient, Trevor Wilde, Financial Advisor* at Wilde Wealth Management Group): Over 4,000 advisors who wish to be ranked fill out a 112-question survey about their practice, data is verified and then applied to a ranking formula. The ranking reflects the volume of assets overseen by the advisors and their teams, revenues generated for the firms, and the quality of the advisors' practices. The scoring system assigns a top score of 100 and rates the rest by comparing them with the top-ranked advisor. Listing in this publication and/or award is not a guarantee of future investment success. This recognition should not be construed as an endorsement of the advisor by any client.

The Forbes ranking of Best-In-State Wealth Advisors 2021 (awarded to Trevor Wilde), developed by SHOOK Research, is based on an algorithm of qualitative data, rating thousands of wealth advisors with a minimum of seven years' experience and weighting factors like revenue, assets under management, compliance records, industry experience, and best practices learned through telephone and in-person interviews. Portfolio performance is not a criteria due to varying client objectives and lack of audited data. Neither Forbes nor SHOOK receive a fee in exchange for rankings. Research summary as of March 2021 and 32,725 nominations received, based on thresholds: 15,054 invited to complete online survey - 13,114 telephone interviews - 2,085 in-person interviews at Advisor's location. Listing in this publication and/or award is not a guarantee of future investment success. This recognition should not be construed as an endorsement of the advisor by any client.

Marley's

RESTAURANT & BAR

Happy Hour
3-6 Everyday
Lunch served at 11am Daily
Dinner served at 4pm Mon. thru Sat.

\$9.99
+tax
Breakfast Buffet
Every Sunday 8:30am-1pm
includes non-alcoholic beverage.
\$3.50 Bloody Marys, Memosas, and Sangria.

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Buy One Entree and Receive the Second Entree of Equal or Lesser Value 1/2 OFF
with the purchase of 2 drinks.
ChamberFeb2012

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BUILDING BETTER BONDS

A Constructors Bonding relationship provides you with value-added services that make your company stronger. Naturally, you get the bonds you want today, on time, every time. But, we also deliver ideas to help improve your business. We listen to your plans and goals to tailor a surety program that is there for your needs tomorrow. And, that extra service comes at **no added cost** to you.

You're merely "satisfied" with simple bond delivery when a CBI relationship offers so much more? Our #1 position with 10 sureties gives you the right team to get you the right credit that **exceeds your expectations**. Our management team will help improve your results, offer risk and tax management ideas, and establish the stable foundation to leave you free to do what you do best.



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Portfolio

BUSINESS PLANS / SLIDESHOW

Adobe Illustrator 2020

2020_WestBizPlan.ai* @ 33.33% (RGB/GPU Preview)

Slide 1: 2021 Business Plan & Forecast
 Presented by Sarah Clark

Slide 2: PERFORMANCE SUMMARY
 Forecast vs. Actual

Slide 3: Department Performance Summary
 2020 YTD Vs Forecast

NEW UNITS	
2020-FORECAST	2020-ACTUAL
UNITS SOLD	1,248
GROSS PVR	\$181,000
TOTAL GROSS	\$226,128

2020 UNITS SOLD VS FORECAST: 99%
 2020 GROSS/UNIT VS FORECAST: 108%
 2020 TOTAL GROSS VS FORECAST: 107%

Slide 4: Department Performance Summary
 2020 YTD Vs Forecast

USED UNITS	
2020-FORECAST	2020-ACTUAL
UNITS SOLD	1,248
GROSS PVR	\$181,000
TOTAL GROSS	\$226,128

2020 UNITS SOLD VS FORECAST: 157%
 2020 GROSS/UNIT VS FORECAST: 169%
 2020 TOTAL GROSS VS FORECAST: 265%

Slide 5: Department Performance Summary
 2020 YTD Vs Forecast

FINANCE & INSURANCE	
2020-FORECAST	2020-ACTUAL
TOTAL PVR	\$1,200
TOTAL GROSS	\$1,011,100

2020 TOTAL PVR VS FORECAST: 113%
 2020 TOTAL GROSS VS FORECAST: 132%

Slide 6: Department Performance Summary
 2020 YTD Vs Forecast

SERVICE & PARTS GROSS	
2020-FORECAST	2020-ACTUAL
SERVICE	\$1,317,651
PARTS	\$1,317,651

SERVICE GROSS VS FORECAST: 123%
 PARTS GROSS VS FORECAST: 118%

Slide 7: CSI-YTD Performance

YEAR TO DATE SCORES	
SCD Sales CX CSI Score	948
WEST Business Zone Score	906
SCD Service CX CSI Score	905
WEST Business Zone Score	891

Slide 8: 2020 Social Scores

- Google: 4.4
- Facebook: 4.1
- Yelp: 3.0
- Cars.com: 4.6
- DealerRater: 4.7
- Edmunds: 3.7

Slide 9: Net Profit Per Vehicle Retailed

2019: \$853
 2020: \$2196
 \$1,342 YOY Increase

Slide 10: Fixed Absorption

Month	Fixed Absorption
JAN	78%
FEB	67%
MAR	75%
APR	83%
MAY	88%
JUN	88%
JUL	111%
AUG	98%
SEP	99%
OCT	117%
NOV	91%

83.1% AVG 2019 YTD vs 91.4% AVG 2020 YTD (+9.9% YOY)

Slide 11: Dealership Advertising Expense

TOTAL SPEND: \$402,280
 MONTHLY AVERAGE: \$40,228
 TOTAL UNITS: 2713
 PVR: \$148

Slide 12: Personnel Expense

2019 YTD GROSS	2019 YTD EXPENSE	2019 YTD
\$8,602,408	\$5,116,196	59.47%

2020 YTD GROSS	2020 YTD EXPENSE	2020 YTD
\$16,083,571	\$8,407,140	52.77%

Slide 13: Employee Development

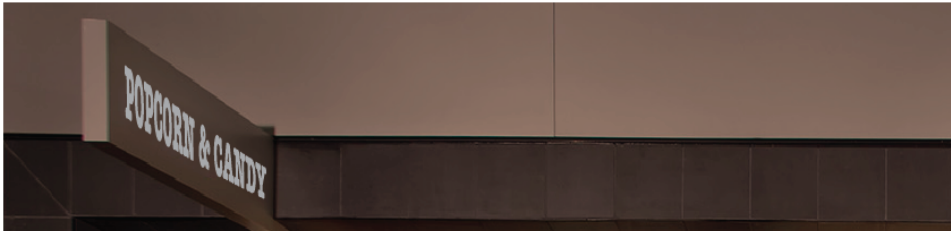
JESUS GARATE
 Jesus's YOY performance in the variable operation continues to grow and he has used PIA to maximize his results. He is someone who would be a great candidate for the Larry H. Miller Institute for General Manager Development.

Slide 14: 2021 OPERATIONAL OPPORTUNITIES

Slide 15: Vehicle Sales Process

- STEP 1 - OPENING: Meet and greet within 1 minute of arrival. Proper Communication-Acknowledge every person with a smile and offer handshakes. Goal: Get customer inside within 1 minute to complete Guest Check.
- STEP 2 - FACES REQUEST SHEET: What are they hoping to accomplish in the time we spend today? Wants and needs established, what features? How will these features impact their final choice? "Lead to West"
- STEP 3 - START PRE-APPROVAL: Set the rebuying process. Condition, not value of trade-in - Get buyer involved. Silent walk around. Get VIN and refer to put in CRM. Take completed approval forms to dealer for authorization to have approval.
- STEP 4 - TOUCH IDEAS FOR DECISION: Allow the dealer to guide you based on who you have gathered on Guest Check. What are wants and needs? - Get Form Stock-Find the best expense unit to satisfy customer needs. Let dealer set parameter of vehicle you should finance.
- STEP 5 - DEMO - PRODUCT PRESENTATION & ADMINISTRATION: Create a walk around based on customer needs; safety, performance, technology and capacity vehicle.
- STEP 6 - "DEED" TO START DEAL: Check your check number, make sure CRM entry is correct. Bring all paperwork to Deal and explain customer wants and needs from Guest Check. Walk for direction.
- STEP 7 - REQUEST COPIES: The goal is to get the commitment. "I will buy and drive home in 2021." Have customer sign commitment form, collect down payment, and get signed credit app (if applicable). Proceed to deal for further direction.
- STEP 8 - MANAGEMENT T.O.: Warehouse Manager for their effort. Walk does not occur. Set up for the back. How did we

3D RENDERING OLD TOWN POPCORN SKY HARBOR



PRI Packaging Concept-2

3D Product Line Illustrations - Adobe Illustrator



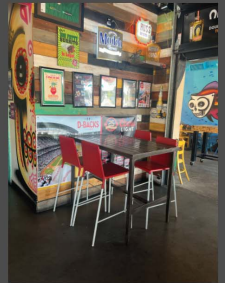
SUPERBOWL GALVENIZED BUCKETS



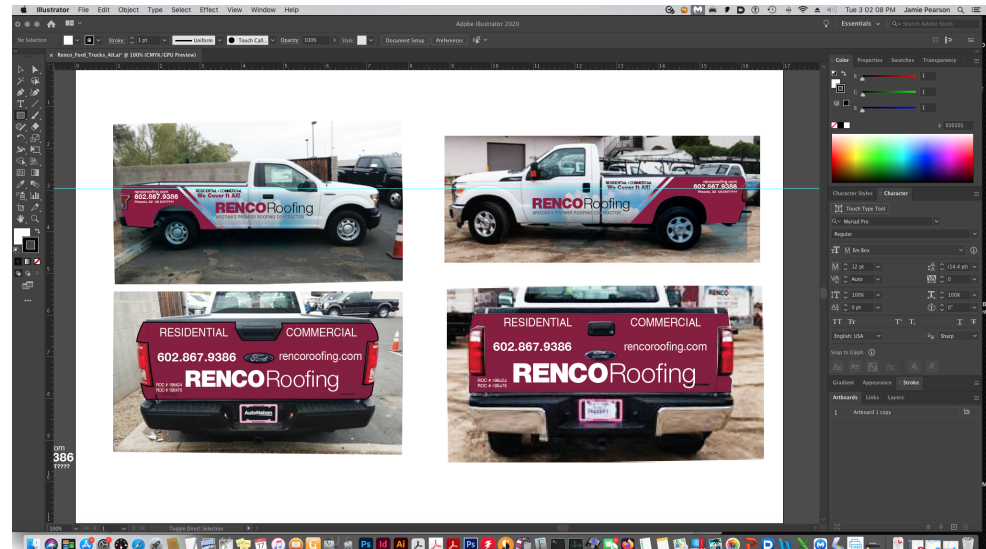
COMPLETE PRODUCT LINE DEVELOPMENT



WRAPS



89"





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Melissa is an accomplished real estate professional with more than a decade of experience in commercial real estate focusing on the healthcare and medical industry. She has negotiated over \$5 million square feet transactions averaging over \$30 million dollars annually in combined acquisitions/leasing transactions.

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FORMS

SUSHI - Spicy Dish

SMALL PLATES

- Seaweed Salad 5
- Squid Salad 8
- Baked Green Mussels (6) 8
- Ahi Poke 9
- Garlic Miso Clams (12) 9
- Soft-Shell Crab 12
- Monsoon Tuna Salad 12

NIGIRI (2 pc over sushi rice)

- Ebi (shrimp) 5
- Hamachi (yellowtail) 6
- Tuna 6
- Seared Albacore 6
- Spicy Scallop Boats 6
- Unagi (freshwater eel) 7
- Sake (salmon) 6
- Smoked Salmon 6
- Ahi Tetaki (seared tuna) 6
- Octopus 5

SASHIMI

- Hamachi (yellowtail) 10
- Salmon 10
- Tuna 10
- Ahi Tetaki 10
- Seared Albacore 10
- Octopus 10
- Sashimi Assortment 20

THIN ROLLS (6 pieces/rice inside)

- Kappa (cucumber) 5
- Tekka (tuna) 5
- Negihama (yellowtail & scallions) 5
- Avocado 5

DAILY SPECIALS

- S1: Two Hand Rolls and a Domestic Draft Beer 14
- S2: Miso, California roll, Seaweed Salad and 2 pc. Nigiri 15
- S3: Miso for 2, Edamame, California Roll, Premium Roll and 4 pc. Nigiri 31
- S4: Premium Roll, 4 pc Nigiri, 3 pc Tuna Sashimi 26
- S5: Any 3 Premium Rolls (excluding items marked *), no substitutions, not to-go 34

MONSOON FAVORITES

- California 7
- Veggie 7
- Spicy Tuna 7
- Spicy Salmon 7
- Spicy Lobster 7
- Shrimp Tempura 8

MONSOON PREMIUM ROLLS

- Zen* 13
Traditionally rolled, hamachi, jalapeño, avocado, scallions, sesame oil
- Ruby 13
Shrimp tempura, avocado, cucumber, hamachi, lime zest
- Arizona 11
Smoked salmon, avocado, cream cheese, jalapeño
- Spider 12
Softshell crab, kani kama, tobiko, cucumber, eel sauce
- Gargoyle 12
Spicy lobster, avocado, cream cheese, tempura crunches
- Lava* 14
Tuna, avocado, unagi, spicy scallops, eel sauce
- Joy 13
Unagi, shrimp tempura, cream cheese, tobiko, eel sauce, wasabi mayo, sriracha
- Caterpillar 13
Unagi, kani kama, cucumber, avocado, eel sauce
- Captain Crunch 12
Shrimp tempura, spicy lobster, cucumber, tempura crunches
- Magoo 13
Spicy lobster, mango, avocado, cream cheese, spicy tuna, eel sauce, wasabi mayo
- Black Samuri* 14
Traditionally rolled, shrimp tempura, spicy lobster, avocado, jalapeño, eel sauce, wasabi mayo
- Maui Wowi 13 
Shrimp tempura, pineapple, habanero, asparagus, tuna, avocado, eel sauce
- Philly 11
Salmon, avocado, cream cheese
- Vegas* 14
Salmon, tuna, cream cheese, tobiko, avocado, kani kama, deep fried, eel sauce
- Golden Negihama* 14
Hamachi, scallions, cream cheese, jalapeño, deep fried, eel sauce
- Fire Cracker 13
Avocado, cucumber, shrimp tempura, kani kama, tempura crunches, eel sauce
- Deadliest Catch* 14
Softshell crab, kani kama, asparagus, avocado, spicy lobster, eel sauce, thai sauce
- Dragon* 13
Shrimp tempura roll, eel, avocado, eel sauce
- El Fuego* 13 
Spicy lobster, spicy tuna, mango, habanero, ahi tetaki
- Summer 11
Tuna, mango, avocado, ponzu sauce
- Caravell Crunch 13
Shrimp tempura, mango, avocado, spicy lobster, sweet chili sauce, tempura crunches
- Sumo 12
Tuna, shrimp tempura, spicy lobster, mango, cucumber, eel sauce
- Monsoon 13
Shrimp tempura, kani kama, cucumber, ebi, avocado, monsoon sauce
- Rolling on Dubz 13
Spicy tuna, shrimp tempura, asparagus, avocado, eel sauce, sriracha
- Ring of Fire* 13 
Seared albacore, mango, jalapeño, ahi tetaki, wasabi mayo, sriracha
- Super Vegg 9
Seasonal vegetables, avocado, lemon zest



Tile Proposal & Installation Agreement

11201 N 23rd Ave • Ste 200
Phoenix, AZ 85029
(602)867-9386 • Fax (602)867-9387
admin@rencoroofing.com

Owner/Buyer Name _____ Date _____

Billing Address _____

City _____ State _____ Zip _____

Phone (Cell) _____ (Home/Business) _____ (Fax) _____

Email _____

JOB LOCATION

FOR AND IN CONSIDERATION of the payment of those amounts hereinafter set forth, RENCOC, LLC proposes to provide and install at the "Job Location" the following work, labor, services and materials in accordance with the plans and specifications hereinafter set forth.

- 1. Remove existing tile and set aside to be reused or: Tear off existing tile and throw away. If tearing off and disposing of existing tile new replacement tiles is to be _____ in style, _____ in brand, and _____ in color.
- 2. Remove batten strips from roof and clean all debris from roof surface as needed.
- 3. Install new underlayment to roof deck over the top of existing. New underlayment to be: _____
- 4. Install: Standard 1" x 2" battens strips Plastic battens strips with built in weep holes Reuse existing battens strips
- 5. Install new hip & ridge boards as needed.
- 6. Install: Anti ponding metal at eave edges Metal bird stop at eave edges Other: _____
- 7. Install new valley metal in all areas worked on or: _____
- 8. Install new flashings as required or rework existing flashings at all head walls, side walls, chimneys and skylights.
- 9. Re-roof shingle service area as follows: Tear off existing shingles Install new shingles over existing shingles, raise cooling equipment as required and roof under. New shingles to be _____ year and shingle color to be _____
- 10. Re-set existing tile and replace broken tile as needed.
- 11. Apply SoLite Hip & Ridge sealant Seal hips & ridges using mortar or _____
- 12. Misc: Apply mudded field. Apply mortar at side walls, Install _____ O'Hagen Vents Install _____ Jacks Install _____ dormer vents Install _____ t-vents.
- 13. Clean all job related debris and upon completion issue a transferable _____ year no leak warranty.
- 14. A Is warranty described in #13 above to cover complete roof? _____
- 14. B Areas deleted: _____
- 15. Apply Modified Bitumen Peel & Stick system to any flat roof portions Polyurethane Foam roof system to same and issue a _____ year no leak warranty to the flat portion of this roof.

Details: _____

AGREED UPON PRICE _____ SALES TAX _____ TOTALS _____

Payment to be made as follows: _____ as down payment, which amount shall be non-refundable. _____ due following installation of dry-in materials and balance upon completion. Subject to TERMS AND CONDITIONS on reverse side. The PROPOSAL AND INSTALLATION AGREEMENT is subject to verification and approval by a RenCo, LLC Production Manager. If any undisclosed or otherwise hidden conditions shall be identified upon commencing work at the job location, this price may be adjusted upon mutual consent of the parties involved to reflect additional labor and/or materials required to complete the work in a satisfactory manner.

The proposal price is accepted, together with the selected options. I have read, understood and accept the TERMS AND CONDITIONS on the reverse side of this agreement.

Owner's Signature _____ Date _____ Representative _____

Owner's Signature _____ Date _____ By _____

(authorized RENCOC, LLC signature required for agreement to be Valid)

PLYWOOD LABOR & MATERIALS \$55 / SHEET (if required), ROOF BOARDS \$ _____ /PER LINEAL FOOT



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Nicole Zangara, LCSW
Susan Self, LPC
Kathi Locke, LPC

Sharon Thomson, LPC
Ed Ottesen, LPC, ICADC, NCC
Mireya Roe, LPC
Veronica Saulog, LPC
Melissa Jackson, LPC

Client Name: _____

Description of Services	CPT Code	Fee or Copay
<input checked="" type="checkbox"/> Initial Diagnostic Interview	90791	
<input type="checkbox"/> 30 Minutes Psychotherapy	90832	
<input type="checkbox"/> 45 Minutes Psychotherapy	90834	
<input type="checkbox"/> 60 Minutes Psychotherapy	90837	
<input type="checkbox"/> Family Psychotherapy	90847	
<input type="checkbox"/> Family Psychotherapy (W/O Client Present)	90846	
<input type="checkbox"/> EAP 45:50 Minutes	99404	
<input type="checkbox"/> UBH EAP	90834	Mod.HJ
<input type="checkbox"/> Group Psychotherapy	90853	
<input type="checkbox"/> Physyc- Testing	96101	
<input type="checkbox"/> Neuropsych Testing	96118	
<input type="checkbox"/> _____		
<input type="checkbox"/> _____		
<input type="checkbox"/> Failed Appointment	99001	
<input type="checkbox"/> Late Cancel	99002	
<input type="checkbox"/> Balance		

Date of Services: _____ / _____ / _____

Current Charge: \$ _____ Paid: \$ _____

Cash MC/Visa Check # _____

CC# _____

Exp Date: _____ / _____ CVV _____

Card Holders Name _____

Authorization to Pay Benefits to Provider:

I hereby authorize payments directly to the undersigned Provider of services. I understand that I am financially responsible for the charges not covered by this authorization/ insurance. I authorize the undersigned Provider to release any medical information necessary to process this claim. My signature is my authorization to charge the above noted MC/Visa for this charge.

Signature _____

Next Appointment: _____

Therapist: _____

DX Code _____



POCKET FOLDERS / STATIONARY PACKS / GIFT CARDS





SURPRISE FD - PROFESSIONAL STANDARDS GUIDE

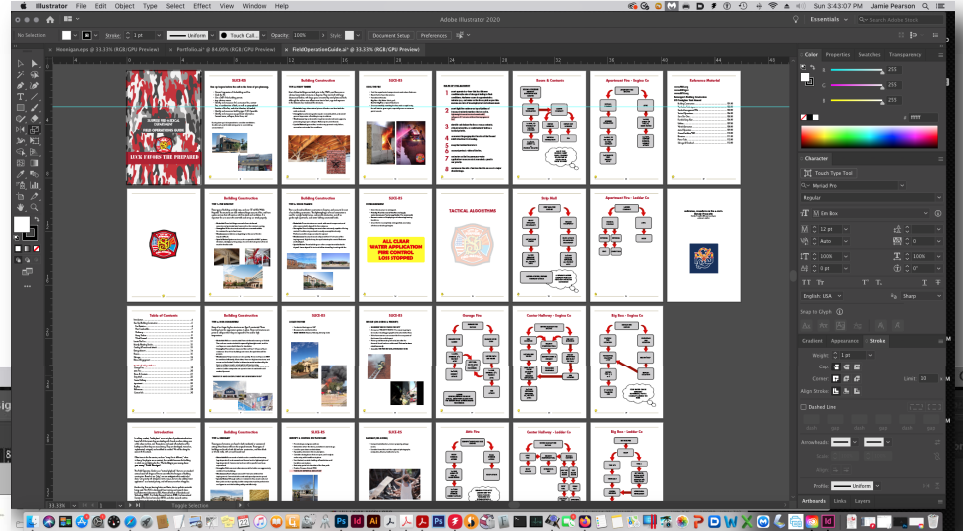



2022

SURPRISE FIRE-MEDICAL DEPARTMENT

Professional Standards Guide

November 2022



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Vision Statement 4

Values 4

Introduction 6

Purpose of this Guide 6

The Duties of SFMD Members 6

Our Customers (Internal & External) 7

Our Community Needs 8

Organizational Efficiency 8

Attitudes, Actions and Accountability 9


Professional Etiquette 9

The SFMD Organizational Values 10


The SFMD Way 12

Summary 16


References 17



SVI PUMPER



TECHNICAL ORDER



Our Mission

"Always There, Always Ready"

Our mission is to protect and preserve life and property with the highest level of safety, customer service, pride, and professionalism.

Our Vision

Surprise Fire-Medical Department is a customer focused all hazards response organization that balances the ever-changing needs of the people we serve with the highest degree of innovation, commitment, respect and compassion.

Our Values

"We Are Surprise"

- S - Safe
- U - United
- R - Result Oriented
- P - Professional
- R - Respectful
- I - Innovative
- S - Service Provider

Introduction

The SFMD was established in the 1900's as an volunteer fire department dedicated to extinguishing fires, transitioning to a paid professional department in 1986. From modest beginnings the SFMD expanded to provide emergency medical services in 1992 and then continued to grow and adapt to the ever-changing professional department we are today. Now numbering thousands of calls a year, the SFMD's commitment to protecting the community has remained unchanged. Through hard work and dedication, our members have built a reputation of service and professionalism and our department's strength comes from its people's fundamental dedication of excellent customer service, high professional standards, and personal pride.

Members of the SFMD are held to a very high standard for the public, but the highest standard of service is the one we have set for ourselves. The members of the SFMD receive ongoing professional and personal accountability from everyone, in every aspect of our department. Our values represent the most distinguishing factors related to our perpetual commitment to excellent customer service.

Individual positions within the SFMD are designed when it comes to our Standard of Customer Service. Our customers are the highly responsible citizens and though our names and ranks are attached to our uniforms, we are proud to be one. As a whole, we are respected, trained, selected and identified by our uniforms, our vehicles, and the manner in which we serve. This is why collectively, it is critical to be on the same page when it comes to our values and behaviors.

Our conduct both on and off duty must be exemplary. As members of the SFMD, we hold ourselves to a higher standard. A single mistake by a member can result in the reputation of the entire department and the service as a whole. Failure to comply with the SFMD Professional Standards Guide will not be tolerated by fire command, our officers, or each other. Our organizational responsibilities include a variety of professional and work together to achieve our mission. We take great pride in all of our work and our unyielding standard of excellent customer service.

