

## Melissa Matthews

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**From:** melissa@mabe-online.org  
**Sent:** Saturday, June 12, 2010 4:15 PM  
**To:** melissa@mabe-online.org; execadmin@gmail.com  
**Subject:** MABE Application Part 1

**Categories:** MABE

**Date:** june 11 2010  
**Firm:** the arizona group  
**Phone:** 480-892-8755  
**Fax:**  
**Cell:** 602-828-0989  
**Email:** [gregokonowski@arizonagroup.com](mailto:gregokonowski@arizonagroup.com)  
**Address:** 3325 east baseline road,  
**City:** gilbert  
**State:** Arizona  
**Zip:** 85234  
**Website:** [www.arizonagroup.com](http://www.arizonagroup.com)  
**Rep1Name:** greg okonowski  
**Rep1Title:**  
**Rep2Name:**  
**Rep2Title:**  
**Decision\_Maker:** Yes  
**Owner:** No  
**Make\_Meetings:** Yes  
**Advised\_of\_Rules:** Yes  
**Advised\_of\_Fees:** Yes  
**Nature\_of\_Business:** property and casualty insurance  
**How\_Long\_at\_Location:** sixteen years including time with another agency which was purchased by the arizona group  
**Additional\_Locations:** phoenix mesa  
**Other\_Leads\_Clubs:** no  
**Expectations:** leads and business experience  
**Sponsor:** don ellis  
**Prospect:** greg okonowski  
**Category:** insurance  
**Date\_Visited\_Group:** may 2010  
**How\_Long\_Well\_Know\_Prospect:** sixteen years Have known the arizona group over 20 years  
**Member\_vs\_Competition:** I have worked with greg concerning my business insurance and have found him to be straight forward and honest I use the arizona group for my home insurance.  
**Reputation\_Ethics:** greg grew up in the business and I have worked with him over the years

and associated with him on occasion outside of business. the companies he has been associated with I have used and both have a stellar reputation in the industry.

**wsp\_code:**

hslc

**wsp\_key:**

tTeTB1lO0SZ4GaaWoVP8cgANMEhLAHmA

**B1:**

SUBMIT