



WES-STATE CORPORATION  
1450 W. 7TH AVE.  
EUGENE, OR 97402  
SINCE 1976

Order online: [www.wes-state.com/dealer](http://www.wes-state.com/dealer)

**SEND POSTCARDS**  
and earn up to **\$250.00** on a  
single order! You'll receive a  
monthly paycheck.

**PLEASE READ THIS LETTER FIRST!!!**

ADD IT UP!



**INTERNET/EMAIL/PHONE/FAX  
YOUR WAY TO \$500 A DAY!  
THAT'S \$10,000 A MONTH...**

**and you don't even need  
a computer, fax, or a phone.**

This program is **FREE of charge** if you order any Money Making Programs from the enclosed Catalog or the [www.wes-state.com/dealer](http://www.wes-state.com/dealer) website, and the amount is \$140 or more. - (\$99 VALUE)

DISTRIBUTE postcards and get paid monthly. We process and ship your orders to your customers, and you get a monthly paycheck. ORDERS are processed using our INTERNET ordering, EMAIL ordering, PHONE ordering, and FAX ordering as indicated below.

**INTERNET** - Your postcard has a coded website address on it so you get online credit card orders without the hassles of owning your own website.

**EMAIL** - Your online orders, and respondents will receive automatic coded weekly emails at no charge to you. They can purchase our other products just by clicking the order now button in each email.

**PHONE** - Our professional phone ordering service always asks for an order code on every order. They will get your PIN and you get credit for the order.

**FAX** - All orders we receive by FAX, will contain your PIN so you can assure the money will go into your account.

Distributing postcards will generate respondents and orders via our INTERNET website, EMAIL, PHONE, and FAX.

We convert your respondents into a paying customer. We do the selling, offer premiums, and pay for all conversion costs, such as; printing, postage, weekly emailing, discounts, internet, premiums, and all fulfillment costs. You buy or stock no inventory; you fill no orders; you do not need a website of your own; you have no other expenses.

### **Why Do Some Of Our Dealers and Affiliates Make So Much Money???**

Because most people want to work at home, and right now with today's economy there's simply a huge demand for LEGITIMATE HOME BASED BUSINESS OPPORTUNITIES.

Our company was established in 1976, you can be assured we're very legit! We provide phone support to assist our clients in starting their own home based business, and we offer a variety of types of business opportunities that are attractive to most opportunity seekers.

#### **HERE'S HOW IT WORKS!**

- You receive a marketing kit in the mail with everything you need to get started including a PIN (personal identification number) used to track all the leads and orders you receive.
- You distribute postcards or place various ads online or offline. We will reveal to you many FREE and low cost marketing methods that really work.
- Respondents will request our CATALOG of information by mail, or simply visit your order taking website.
- **We also send weekly emails** to your orders and respondents promoting all of our offers - again at **no cost to you!**
- Orders are placed after receiving the CATALOG or visiting the website.
- Your PIN # tracks your income, and you receive a monthly paycheck for 50%.

***(Turn over please!)***

Here's a very conservative example of the money you can make every month as a Dealer:

Product sold	Quantity	Price	Your commission
Entrepreneur Package	3	\$1,485.00	\$742.50
Executive Broker Package	5	\$975.00	\$487.50
Home Employment Directory	10	\$260.00	\$130.00
Credit Solutions Program	5	\$195.00	\$97.50
Dealership Program	6	\$594.00	\$297.00
Real Estate Investment	3	\$420.00	\$210.00
Mortgage Minder System	4	\$196.00	\$98.00

**Your total commission check for this month: \$2062.50**

**YOU DON'T NEED A COMPUTER, FAX, or PHONE to do this.  
You use ours at no cost!**

**IF YOU HAVE A COMPUTER!!!**

If you have internet access and an email address, you can check how many ORDERS and LEADS you have by logging into our member room. (If not just call our office and we'll tell you.)

The internet is another way you will be able to generate income. We added a FREE INTERNET MARKETING KIT loaded with free ways to generate traffic and ideas that will allow you to easily make a profit online, using your computer alone.

By offering you the opportunity of marketing our very popular money making programs will make you successful and thereby increase our business as well. We currently receive thousands of orders per month and now you can be a part of this business opportunity and enjoy big profits in the months ahead!

**SAMPLE INCOME** FROM a few of our distributors!

P.I.N. number	Name	number of inquiries	last order date	Total number of orders	Gross Income	Gross Shipping	Gross Total	Total Commission Paid
1162	I Juraitis	464	4-1	46	5520.00	90.00	\$5,430.00	\$2,715.00
1524	G Miller	262	4-10	24	2201.00	30.00	\$2,171.00	\$1,085.00
1125	M Burris	763	3-29	62	7560.00	160.00	\$7,400.00	\$3,700.00

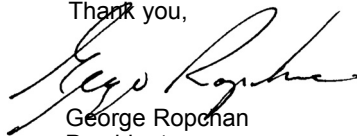
G. Miller quote: "The only thing I did was make one phone call to schedule my classified ad! I can't believe my \$124.00 investment has made me over \$1,000.00!"

Georgette Miller was very pleased to find out that her \$124.00 classified ad produced 24 orders! She earned \$1,085.00 in income by simply running one of the ads that we suggested in the marketing kit.

What we are offering here is truly a win-win situation! I hope you have the foresight to recognize the potential of our POSTCARD MAILING Program that can guarantee your future financial independence in the months ahead.

Go for it!! I guarantee you'll love it!

Thank you,



George Ropchan  
President

**NOTE:**

Wes-State Corporation ... in business since 1976 ... does a large volume of business, is a debt free company, and has the financial strength and credibility to assure your prompt monthly commission check.

## HERE'S WHAT OTHERS HAVE TO SAY ABOUT OUR PROGRAMS. (ACTUAL TESTIMONIALS ON FILE)

1. "As you may know, I served as an international loan broker for six years and was college trained for three years in international syndicated loan programs and in the banking, government and private loans procedures. However, I have never seen a more complete step-by-step educational program with emphasis in all the right places with everything there is to know to embark into a loan brokerage career. Congratulations! You have taken a complicated and extremely prestigious profession and transformed it into a two-week study program with only a week to develop the first loan."

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A Fernandez - HI

2. "Thank you for all the help and support you have given me. You really backed up your course claims."

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C. Wong - TX

3. "The undersigned bought all of your loan brokering programs a few months ago and found them to be fantastic -- a wealth of information!"

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D. Tompkins - NM

4. "Enclosed please find my Associate Broker Agreement. I purchased your "Broker Program" and have been very successful with it to date. The latest loan I worked on was for a fast food restaurant. I only worked on it 3 days and made \$5,000!"

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B. Fagan - IN

5. "I am extremely pleased with the programs I purchased. I must say after all the scam programs I have received in the mail, your programs are the best I've seen, not to mention the help you give with each program. Your honesty is truly a breath of fresh air in today's society."

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N. Godfrey - IN

6. "It was a pleasure talking to you today. I was very impressed on your discussion with Tony on his T.V. program on Monday night. I ordered the "Mortgage Program" last year and have closed numerous deals."

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V. Jones - CO

7. "Your references were impeccable. I look forward to doing business with you."

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M. Bennett - KY

8. "I purchased the "Mortgage Program". To say that I am very enthusiastic in regards to the material would be an understatement. I was very impressed with both the content as well as how the material was presented. It took a highly complicated subject and made it very understanding. I am not in the habit of writing testimonial letters such as this one, but in regards to your program, I felt compelled to thank you."

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L. Hannum - NJ

9. "Please send me complete information on how I may be able to order your Mortgage Program. It has been brought to my attention that your program is probably one of the best on the market. Needless to say, I am most intrigued, and would very much so like to review this avenue, which I hear is literally exploding."

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J. Worthey - CA

10. "I purchased your programs and on Friday last, I started advertising. I was hoping for a few quick trust deed deals to get me started, but in 2 days, I received 5 requests for funding. They ranged from \$5,000 to \$16,000,000."

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J. Smith - NV

11. "We want to compliment you on your program. I realize the tremendous time and effort you have put into these books. You have explained the mortgage business in such a way that everyone can understand and put to good use - for that we say Thank You."

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P. Kellogg - WA

12. "You know George, I think I've bought everything you've ever offered. Every book has been worth the money. The service was great! You are one honest guy in the mail order business and a credit to the business."

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D. Turner - NV

**HERE'S WHAT OTHERS HAVE TO SAY ABOUT OUR PROGRAMS.  
(ACTUAL TESTIMONIALS ON FILE)**

13. "I would like to take this opportunity to thank you for sharing your knowledge and resources of the mortgage business with me. It is because of people like you that make America what it is today!"

M. Manwell - SD

14. "I would like to congratulate you for a job well done on your "Broker Program". I have followed your instructions and made contact with a number of lenders who will process my loan requests."

D. Davis - NY

15. "I must tell you this. I have been a professional for many years. I have been involved in all kinds of training programs and seminars. The point being, I have seen a lot of training materials and your broker programs are excellent! I am truly impressed! Some day I would like to meet you personally. You seem to be a remarkable individual. I don't make it a habit of writing letters such as this, especially to someone I have never met, but this one seems to be well deserved!"

W. Meyers - IN

16. "Thank you for allowing us to be a part of the mortgage family. Your programs and consultation services are tremendous! We started with your program and documents, and in less than 6 months, have an office with 4 employees, around 150 clients with projections of \$500,000 income in our first year."

R. Hill - GA

17. "I want to thank you very much for promptly shipping the materials I ordered. What a refreshing surprise to find honesty in your advertising!"

D. McIntyre - CA

18. "I am very pleased with your mortgage programs. They are the best I've come across so far. I'd like to thank you for putting together such a comprehensive course which others seem to make more difficult than need be."

N. Thomas - CA

19. "I wish to personally thank you for your LENDER DIRECTORY, which I received a few weeks ago. It was very good of you to do this for me, and I really do appreciate it! I have in the past, and certainly will in the future, give nothing but the very best accolade to Wes-State Mortgage, and the courses that you offer."

J. Caffey - MO

20. "I signed on with Wes-State. I felt it would be wise to enter this field slowly, taking the opportunity of benefiting from your extensive experience in placing loans, rather than trying to do it on my own. At the beginning of this month I placed a small classified ad in our local daily newspaper in the Business and Investment Property section. I must say that I have been astonished by the response. We have had several calls from investors and developers. Many of these calls have been from what I would term "quality" prospects. Most own investment properties and are very experienced and frustrated with dealing with local banks. The majority of these projects are in excess of \$1 million each! I just have a VERY good feeling about my association with Wes-State and the potential which exists. I am looking forward to a long and hopefully rewarding association with Wes-State."

G. Fox - AR

21. "Dear folks at Wes-State. I recently purchased a complete package from you. Since then I have focused on becoming a home mortgage broker, and have completed one package, with 2 more closing this next week, and half a dozen in the works. You helped get me started, and I thank you for that."

D. Shaffer - AK

22. "At this time I am fairly well entrenched as a residential, agricultural, and commercial broker. I can't thank you enough for the help and support that I have received from your office."

E. Meyer - ID

23. "I am interested in getting involved in real estate. Your organization was referred to me as having an outstanding program."

R. Gillner - OK