

**Clint Beckler, Island Properties**  
**A monologue by Dan Lookabill**

**Clint Beckler enters a small waiting room-office where two prospects are waiting.**

Clint Beckler: Hi, I'm Clint Beckler with Island Properties. Sorry you had to wait ... I had to take a phone call. I heard about the problem with the bus. Did you get some refreshments? Oh, two hours. That must have been awful ... it must be 95 out there. A hundred and two? Ouch.

Well, now that you're back here with the tour under your belt ... you took the tour, right? Okay, well then, I think I can turn that frown upside down. Because this is Leisure Palms and today you can move up, move on and seize your next opportunity.

Pardon me? Well, yes, I've been to Butte. That's your home, is it? Oh. Yes, that was me. Yes, I did some TV up there. Oh, you remember ... yes, "It's beautiful in Butte Today." That's how I started the weather. Yes. Landgraft's Tractor Barn, Butte Bowling, Dr. Dunleavy - Dentist Delightful. I did 'em all.

Yes, I did leave kind of suddenly. But then when you get a chance to move on, move up and seize an opportunity, you can't let the moss grow on your shoes. I went to Des Moines. Weather again. But the audience was bigger and there was a chance for some real growth there.

I was just fitting in, two-three months gone by. And then they hired these two boobs. Attached to a twenty-one year old Iowa State dropout. "Hi, I'm Wendy, your new weather lady." Seems I'd been hired as a "fill-in" for somebody's niece until she finished her broadcasting class.

But actually, it was good thing – chance to move on, move up and seize another opportunity ... right down in Marshalltown. Tower Properties – my first break in broadcasting combined with real estate. I was doing

commercials that reached all over the state and into several adjoining markets. I was the face of Tower Properties. We sold ... oh, 4 to 500 units almost entirely on the numbers I was giving in my spots.

Then one morning a couple of sheriffs show up at my apartment – I didn't have the house anymore – Carol went back to Montana. She didn't like the prospects of an ex-weatherman in Iowa. Anyway, these guys are asking me where the management is ... and I told them about their office in Des Moines and they told me it was closed and nobody knew where these guys were ... or where the money was. Well, I was just the announcer, but Tower pretty much shot my credibility in the Midwest.

So I decided to head east. Landed in Raleigh-Durham at a little agency that produced commercials for local TV stations. Did auto lots and restaurants and pool contractors and what not. And then one day I get a call from Evergreen Estates. Seems one guy there had seen me in Iowa and wanted me here. Back into real property and television. And pretty soon things were cooking again. And then one day the CEO asks me to meet for lunch at the Denney's near the office.

And he says to me, "Clint, we like your work on TV. But we're a family at Evergreen and we want everyone connected with us to be part of the family." Family. I have to admit I was a little skeptical. Family ... that's what I thought Carol and I were going to have. After she left, I just figured I'd be focused on career from now on.

But what he was talking about was ownership. And he wanted me to be an owner in Evergreen Estates. Well, I didn't have much, but I came in for five thousand ... and now I wasn't just an announcer. I'd moved on, moved up and seized my opportunity – whatever we sold was going set my place in the sun.

I don't quite know what happened there. Well, I sort of do ... just didn't see how. One day some fellows came into the mobile home park and banged on my door. And well, long story short – I was left high and dry again – only not so dry. Since I was an “owner” of Evergreen Estates, they thought they could hang me with a tab, now that all the main management had skipped town with 10 or 12 million in unpaid contractor bills. But after awhile, they saw I'd been bamboozled, too. Not so bad as some folks – I never actually owned a property, just five thousand dollars worth of a completely empty shell. And once I could get out of there, I drifted down here to Florida.

Well, all my bad experience turns out to be good experience for you. Because THIS time, I really checked out the company. Island Properties has been doing these deals for 17 years and this is their twelfth major project. And as soon as I'm ready, I'm going to snap up one of these great deals for myself.

But first, I have an obligation to help you. And that I will. Now Leisure Palms offers you three distinct property types to ... excuse me? Well, I can understand your not being interested in something you haven't heard about. But ... oh, listen! Three rings! That means some lucky vacationer has just grabbed a full suite vacation for life! Let me show you what they got ... Well, sure a headache is no fun .. but a lot of that pain just comes from mood. And once you see Leisure Palms' offer – you won't feel a thing.

Oh, of course. May I call you tomorrow at the hotel? Yeah, I'm here for two more days this week. Oh, here, may I give you my card?

Who am I kidding?