

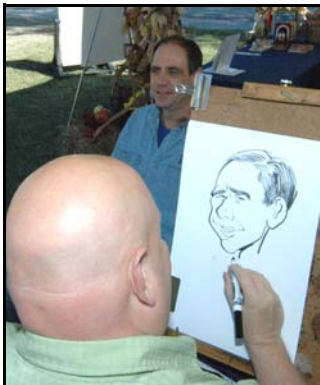
The JMB Communicator

November—December 2006

Volume 2, Issue 6

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JMB Communicator
Picture of the Month

The JMB Communicator is also available on-line at www.JohnMaherBuilders.com
Click on "Staff"

Major changes on the way A message from the President

As you have no doubt heard, either first-hand or through the grapevine, some major changes that will effect us all are taking place at John Maher Builders. I recently made the decision to employ the services of Shinn Consulting out of Littleton, Colo., to evaluate our operations from top to bottom. Admittedly, I was a little apprehensive to see what they would find because



John Maher—JMB President

I always thought we ran a pretty good company. But the evaluations did find several areas for needed improvement and Shinn has made several recommendations.

We are now in the process of implementing many of these changes and will continue to do so over the next several months. Some of these are already in effect including adapting a definitive mission statement for the company (see back page) and the hiring of Ric Kennedy to

manage our sales team (story on page 2). We are also in the process of searching for a Chief Operating Officer that will handle many of the day-to-day operations of the company. We have also streamlined many of the duties within our production department. And that's just a start. When all is said and done, hopefully we will have a more efficiently run company that will

continue to grow and prosper for many years to come under a proven managerial blueprint.

Why are we making these changes? After all, we have done quite well over the years. It is because, as a company, we are a like a child that has grown from adolescence and is now ready to enter adulthood. We've learned some important youthful lessons but it's now time to learn new lessons and take that next step toward being a grown up.

Make your plans for the JMB Holiday Party

For the second straight year the John Maher Builders Company Christmas party will be held at the Liberty Room in the Factory at Franklin, December 8 from 7 to 11 p.m. Come join us for a catered dinner, music by Spangler Entertainment of Nashville, numerous door prizes, free caricatures by Tracy Latham (who provided the same service at our Ham Festival tent), and some surprises.

All JMB employees, sub contractors, vendors and friends of the company are invited. See you there!

**JMB CHRISTMAS
PARTY**

**December 8,
7 - 11 p.m.**

**Liberty Room
The Factory—Franklin**

Company update

As of late November, John Maher Builders holds steady at 69 employees. Steady progress continues toward our goal of a record 250 units framed for 2006. Here's a further update on the progress of all JMB communities:

Williams Park— Due to the approval this summer of the Spring Hill Hospital the city of Spring Hill recently sought and has now approved a rezoning for this 315 acre development in Maury County. Commercial development in Williams Park will now be doubled to more than 167 acres. This has cut down our number of single family homes from 551 to 229. We will also be building 293 townhomes and 214 multi-family housing units. Permits have been pulled to begin construction on the first 12 homes in Section 1 off Port Royal Road.

Wade's Grove— JMB's all-brick community development continues to rapidly expand. We will soon complete construction on all of our 82 single-family units in Section 1. And a large portion of new home construction in Section 3 is underway where we have a total of 96 lots for single-family homes. Section 4, which consists of 82 more lots is being prepared for construction. By the time



Williams Park entrance construction

this massive development is completed we will have built more than 700 all-brick single-family units. Sales Agents Cynthia Beard and Van Woody have been assigned to this community.

Wakefield— We are very close to closing out construction on all 110 lots in Sections 4 and 5, the last remaining areas of single-family home development. A handful of 72 townhomes in The Gables remain to be sold. Sales Agents Mark Cannon and Kirk Glover have been assigned to this community.

Newport Crossing— All of the Newport Valley townhomes have been framed and are on the market for sale. Prices range from \$145,900 to \$162,900 in the four and five-unit buildings. Sales Agents Susan Perkinson and Ryan Brown have been assigned to this community.

Ric Kennedy—JMB's new Sales Manager

Ric Kennedy joins John Maher Builders as Sales Manager. He comes to JMB after two and half years as Vice President of Sales and Marketing with Jim Walter Homes in Jackson, Miss.

Ric began his career in printing and marketing in Memphis before moving into home sales with Bowden Homes. He worked his way into sales management at Bowden and then moved on to Davis Homes in Indianapolis, Portrait Homes in Charlotte, N.C., and Beazer Homes in Memphis. His specialty is training sales counselors (he estimates 500 to 600 throughout his career) using the highly effective On-Target training principals. Ric will be working closely with JMB's sales agents to improve our marketing and overall sales numbers.



Ric Kennedy

Ric sought out JMB and happened to contact John at a time he was actively seeking a sales manager. Ric was impressed with JMB's community involvement and the company's recognition of quality and hard work of its employees and subs.

Ric and wife Patricia will soon make the permanent move to the area. They have three adult children, two living in Muffresboro and one in Delaware. They also have a granddaughter in Indianapolis.

Please welcome Ric to JMB!

2006 Country Ham Festival a huge success

The Spring Hill Country Ham Festival, Presented by John Maher Builders, drew a record estimated crowd of 8,500 to Ripplavilla Mansion on October 7.

JMB was title sponsor for the event for the third straight year. More pictures and links to news stories about the festival are available on JohnMaherBuilders.com under the Country Ham Fest Link.



Employee spotlight: Cynthia Beard—Sales Agent

For someone who admittedly had many doubts about being able to sell a home Cynthia Beard has done just fine. The first full-time JMB sales agent has sold close to 1/4 of all JMB homes built since she came on board in June 1996. After leaving a comfortable job with Mid-State Title for the challenges of selling and the opportunity to make more money, she was questioning her sales ability after a “very rough first year of not knowing what I was doing and not selling many homes.” But, when she went to John and discussed quitting, John wouldn’t let her. “He’s always been willing to invest time into helping me get better.” That investment included her first Dale Carnegie course that helped her shed her inhibitions and increase her confidence. That led to Cynthia consistently selling 45 to 65 homes per year.

Nicknamed “Groovin’ Granny” since her grandson Jason (Jay Jay) gave her a car tag with that slogan, Cynthia relishes her role as JBM’s “veteran agent” and eldest employee. And it almost didn’t happen. “John gave me a



Cynthia Beard with grandchildren Isiah (9), Jaida (1) and Jay Jay (9)

life-changing opportunity and after those early struggles led to later successes, I never looked back.”

Cynthia is a long-time local resident and moved into a JMB home in Wakefield two years ago. Her husband of 33 years, James “Porky” Beard works for Williamson County Ready Mix. Her son Jason lives nearby and that provides Cynthia with the opportunity to spend a lot of time with her three grandchildren.

When she’s not racking up another sale or hanging out with her family Cynthia loves to follow NBA basketball and read mystery novels. She also attends monthly scrapbook classes and will take your money in a competitive game of Texas Hold ‘Em Poker.

But her safest bet is on the future of John Maher Builders. While she admits she will have to make more adjustments than others in the company’s realignment, Cynthia is “all in” when it comes to excitement about the future and is looking forward to selling many more John Maher Builders’ homes for years to come.



Sub-contractor spotlight: C&M Heating & Cooling

Whether it’s the dead of winter or the sizzle of summer C & M Heating and Cooling has always been there to make new JMB homes comfortable for their occupants. Brothers Charles and Milton Woodside’s company formed 30 years ago and they hooked up to install the heating and cooling unit in the first home John Maher built. 1,500 homes later they are still doing all of JMB’s heating and cooling installation.

Mont Pewitt started with C & M in 1989 and worked off and on for the company until 1997 when he came back for good as a valued supervisor. Mont is responsible for all of C & M’s work with JMB which involves about



Charles Woodside & Mont Pewitt

50% of C & M’s total business that spans the mid-state of Tennessee from Brentwood to Columbia. Mont has known John since he was nine years old when John taught him swimming lessons at the Holiday Inn in Franklin. Mont says, “even then John had a plan and stuck to it. That’s why today it’s such a pleasure to work with someone with strong visions and goals.”

Both Charles and Mont live in Franklin. When away from work Charles loves to farm, fish and work on his rental properties. He has a son Casey (22). Mont stays busy keeping up with his two daughters, Heather (22) and Morgan (15), a basketball player at Franklin High.

Congratulations Grandpa Van

JMB sales agent Van Woody is a first time grandfather. Van’s daughter Taylor and her husband Justin welcomed Jackson Justin Arnold into the world October 25. Jack, as he will be called, weighed in at six pounds 14 ounces and was 19 3/4 inches long. Never missing a networking opportunity Van is already working on Jack’s signature for a new Jackson in Wade’s Grove.



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Since 1985 John Maher Builders, Inc. has built close to 1,500 homes in middle Tennessee. Building in one of the state's fastest growing areas (southern Williamson and northern Maury counties) John Maher Builders specializes in affordable and luxurious living. Maher community developments are presently located in Wade's Grove, Wakefield, Williams Park and Newport Crossing in Spring Hill. Named "Williamson County's Favorite Builder" four straight years by the former *Review Appeal*, John Maher Builders has also been consistently ranked among the Nashville area's and the nation's fastest growing home builders. More information about John Maher Builders is available at www.JohnMaherBuilders.com.

The JMB Communicator:

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- Managing Editor: Rick Ponds
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Hurry back Daniel!!!

Longtime JMB employee Daniel Grajeda was injured in a motorcycle accident in late October. He suffered a broken collarbone and broken ankle. He has undergone surgery and is on the road to recovery, that should take a couple of months. We wish Daniel a speedy recovery and hope to see him back very soon.



Daniel Grajeda

A helping hand for Imagination Library

John Maher Builders and other sponsors of the Spring Hill Country Ham Festival proudly presented a check for \$5,000 to the Spring Hill Imagination Library on November 15. As reported elsewhere in this edition of the *JMB Communicator*, the 2006 Ham Fest was a huge success and for the third straight year JMB was the title sponsor. The Ham Festival committee, co-chaired by Chris and Eric DeBerry, targeted the Imagination Library as one of the charitable benefactors of the annual event.



JMB Mission Statement

"To develop distinctive communities where the foundations of our homes are built on integrity, quality, value and unparalleled customer service before and after the sale."

www.JohnMaherBuilders.com