

PROBATE TRACKING SHEET



DATE: 5/16/25

DECEASED NAME: James E Brock

PR NAME: Joanne Brock

FILE #: PR-25-000507

PR ADDRESS: 440 W 7Th St, Booneville, AR, 72927

ATTORNEY NAME: Tracy Nieradzik

PR TYPE: Petition Hearing **PR PHONE #:** 757-309-9112

ATTORNEY PHONE #: 209-968-0243

PR EMAIL: sochickidsboutique@yahoo.com

ATTORNEY EMAIL: tracy@nieradzik-law.com

PR COURT DATE: 5/16/25.

ESTATE ADDRESS: 2691 Marlee Dr

ESTIMATED VALUE:

ESTATE CITY: Turlock, CA, 95380

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/21/25

DECEASED NAME: Pasqual Castaneda

PR NAME: Irene Castaneda Barr

FILE #: PR-25-000519

PR ADDRESS: 220 N Washington St, Lodi, CA, 95240

ATTORNEY NAME: Grace S Johnson

PR TYPE: Petition Hearing **PR PHONE #:**

ATTORNEY PHONE #: 209-333-9292

PR EMAIL: icbarr@att.net

ATTORNEY EMAIL: grace@smithandjohnsonlaw.com

PR COURT DATE: 5/21/25.

ESTATE ADDRESS: 428 S Broadway

ESTIMATED VALUE:

ESTATE CITY: Turlock, CA, 95380

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 4/16/25

DECEASED NAME: Gary James Vargas

PR NAME: Robert Vargas

FILE #: 25PR118933

PR ADDRESS: 41773 Maywood St, Fremont, CA, 94538

ATTORNEY NAME: Elizabeth Trutner

PR TYPE: Administrator

PR PHONE #: 510-378-0441

ATTORNEY PHONE #: 925-447-1222

PR EMAIL: blmg13@yahoo.com

ATTORNEY EMAIL: beth@demirislawfirm.com

PR COURT DATE: 4/16/25.

ESTATE ADDRESS: 41773 Maywood St

ESTIMATED VALUE:

ESTATE CITY: Fremont, CA, 94538

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 4/16/25

DECEASED NAME: Ivery Mcknight

PR NAME: Sean Lassiter

FILE #: 25PR119010

PR ADDRESS: Po Box 803, San Ramon, CA, 94583

ATTORNEY NAME: John Park

PR TYPE: Executor **PR PHONE #:** 925-596-1114

ATTORNEY PHONE #: 213-427-2300

PR EMAIL: seanla@pacbell.net

ATTORNEY EMAIL:

PR COURT DATE: 4/16/25.

ESTATE ADDRESS: 9421 Castlewood St

ESTIMATED VALUE:

ESTATE CITY: Oakland, CA, 94605

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/14/25

DECEASED NAME: Jean Bennie Meador

PR NAME: Brian C Meador

FILE #: 25PR122588

PR ADDRESS: 4982 Grouse Run Dr, Stockton, CA, 95207

ATTORNEY NAME: Cristina C Perez-Abelson

PR TYPE: Administrator

PR PHONE #: 510-384-4064

ATTORNEY PHONE #: 510-223-5910

PR EMAIL: brain.meador@cs.com

ATTORNEY EMAIL: cristina@abelsonperezlaw.com

PR COURT DATE: 5/14/25.

ESTATE ADDRESS: 1954 84Th Ave

ESTIMATED VALUE:

ESTATE CITY: Oakland, CA, 94621

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/15/25

DECEASED NAME: Cyntania Regina Davis

PR NAME: Jane Smothers

FILE #: 25PR122605

PR ADDRESS: 296 Fusteria Ct, Fremont, CA, 94539

ATTORNEY NAME: Regis Amann

PR TYPE: Administrator

PR PHONE #: 510-912-0448

ATTORNEY PHONE #: 510-471-7786

PR EMAIL: jaqs99@aol.com

ATTORNEY EMAIL: regamann@sbcglobal.net

PR COURT DATE: 5/15/25.

ESTATE ADDRESS: 945 62Nd St

ESTIMATED VALUE:

ESTATE CITY: Oakland, CA, 94608

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/15/25

DECEASED NAME: Doyle Gene Pruitt

PR NAME: Cheryl Charles

FILE #: 25PR122646

PR ADDRESS: 18256 W Navajo St, Goodyear, AZ, 85338

ATTORNEY NAME: Yvette M Davis

PR TYPE: Administrator

PR PHONE #: 630-341-5068

ATTORNEY PHONE #: 510-463-3166

PR EMAIL: choctawcharley2001@yahoo.com

ATTORNEY EMAIL: yvette@yvettemdavislaw.com

PR COURT DATE: 5/15/25.

ESTATE ADDRESS: 1942 E 27Th St

ESTIMATED VALUE:

ESTATE CITY: Oakland, CA, 94606

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/15/25

DECEASED NAME: Alice G Brauer

PR NAME: Erna Peters

FILE #: 25PR122680

PR ADDRESS: 2592 Phelan Ave, Hayward, CA, 94545

ATTORNEY NAME: Harald Westendorf

PR TYPE: Administrator

PR PHONE #:

ATTORNEY PHONE #: 510-792-3750

PR EMAIL: haypeters@prodigy.ne

ATTORNEY EMAIL: harald@hwestlaw.com

PR COURT DATE: 5/15/25.

ESTATE ADDRESS: 2553 Phelan Ave

ESTIMATED VALUE:

ESTATE CITY: Hayward, CA, 94545

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/16/25

DECEASED NAME: Davy Mae Francois

PR NAME: Bryan Wayne Atkins

FILE #: 25PR122805

PR ADDRESS: Po Box 8551, Emeryville, CA, 94662

ATTORNEY NAME: Katie L Capielo

PR TYPE: Executor **PR PHONE #:**

ATTORNEY PHONE #: 925-233-6222

PR EMAIL: bryanatkins@blackplanet.com

ATTORNEY EMAIL: katie@candelarialawoffices.com

PR COURT DATE: 5/16/25.

ESTATE ADDRESS: 984 40Th St

ESTIMATED VALUE:

ESTATE CITY: Oakland, CA, 94608

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/19/25

DECEASED NAME: Dolly M Wyatt

PR NAME: Brenda Mcfarland

FILE #: 25PR122950

PR ADDRESS: 28614 Barn Rock Dr, Hayward, CA, 94542

ATTORNEY NAME: Clinton Killian

PR TYPE: Administrator

PR PHONE #: 615-481-6744

ATTORNEY PHONE #: 510-500-5775

PR EMAIL: mcfarlarb@comcast.net

ATTORNEY EMAIL: ckillian@killfannlaw.com

PR COURT DATE: 5/19/25.

ESTATE ADDRESS: 2220 Browning St

ESTIMATED VALUE:

ESTATE CITY: Berkeley, CA, 94702

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/14/25

DECEASED NAME: Dorothy Mae Owens

PR NAME: Kenneth Powell

FILE #: 25PR122565

PR ADDRESS: 2617 Coffee Tree Way, Antioch, CA, 94509

ATTORNEY NAME: Bryan Thompson

PR TYPE: Administrator

PR PHONE #: 510-472-0538

ATTORNEY PHONE #: 415-608-7481

PR EMAIL: yikenneth.powell28@adelphia.net

ATTORNEY EMAIL: bthompson@rodofironestateplanning.com

PR COURT DATE: 5/14/25.

ESTATE ADDRESS: 428 60Th St

ESTIMATED VALUE:

ESTATE CITY: Oakland, CA, 94609

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/14/25

DECEASED NAME: Karen Kiwa Takeuchi

PR NAME: William Shanks

FILE #: 2025PRDE044030

PR ADDRESS: 4100 Bluebird Ln, Oxnard, CA, 93033

ATTORNEY NAME:

PR TYPE: Executor **PR PHONE #:**

ATTORNEY PHONE #:

PR EMAIL:

ATTORNEY EMAIL:

PR COURT DATE: 5/14/25.

ESTATE ADDRESS: 4061 Canary Ln

ESTIMATED VALUE:

ESTATE CITY: Oxnard, CA, 93033

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/16/25

DECEASED NAME: David W Dwyhalo

PR NAME: Lynn B Perley

FILE #: 2025PRDE044142

PR ADDRESS: 12303 Willow Forest Dr, Moorpark, CA, 93021

ATTORNEY NAME: Adam Pollock

PR TYPE: Executor **PR PHONE #:** 805-796-1591

ATTORNEY PHONE #: 818-991-7760

PR EMAIL: lperley@netzero.net

ATTORNEY EMAIL: adam@pollocklawfirm.com

PR COURT DATE: 5/16/25.

ESTATE ADDRESS: 605 Buenos Tiempos Dr

ESTIMATED VALUE:

ESTATE CITY: Camarillo, CA, 93012

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/16/25

DECEASED NAME: Jose Placido Silva

PR NAME: Diane Kaufmann

FILE #: 2025PRDE044150

PR ADDRESS: 3049 Montrose Ave #48, Glendale, CA, 91214

ATTORNEY NAME: Karen Heffel

PR TYPE: Administrator

PR PHONE #:

ATTORNEY PHONE #: 626-449-1196

PR EMAIL:

ATTORNEY EMAIL: kheffel@stone-doyle.com

PR COURT DATE: 5/16/25.

ESTATE ADDRESS: 1524 N 6Th St

ESTIMATED VALUE:

ESTATE CITY: Port Hueneme, CA, 93041

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/14/25

DECEASED NAME: Steve Frank Salamoni

PR NAME: Teresa A Salamoni

FILE #: 25PR199895

PR ADDRESS:,,,

ATTORNEY NAME:

PR TYPE: Administrator

PR PHONE #:

ATTORNEY PHONE #:

PR EMAIL:

ATTORNEY EMAIL:

PR COURT DATE: 5/14/25.

ESTATE ADDRESS: 3284 Mattos Ave

ESTIMATED VALUE:

ESTATE CITY: San Jose, CA, 95132

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/20/25

DECEASED NAME: Troy Graves

PR NAME: Tiara Hebert

FILE #: 25PR001750

PR ADDRESS: 3105 Black Eagle Dr, Antelope, CA, 95843

ATTORNEY NAME: Joshua Johson

PR TYPE: Administrator

PR PHONE #: 916-705-5699

ATTORNEY PHONE #: 916-685-7878

PR EMAIL:

ATTORNEY EMAIL: josh@eglaw.net

PR COURT DATE: 5/20/25.

ESTATE ADDRESS: 3105 Black Eagle Dr

ESTIMATED VALUE:

ESTATE CITY: Antelope, CA, 95843

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/20/25

DECEASED NAME: Zolili Umojo Ndlela

PR NAME: Derrik Huey

FILE #: 25PR001740

PR ADDRESS: 2641 32Nd Ave Se, Albany, OR, 97322

ATTORNEY NAME: Michael Yee

PR TYPE: Administrator

PR PHONE #: 541-981-0219

ATTORNEY PHONE #: 916-927-9001

PR EMAIL:

ATTORNEY EMAIL: mike@mylawyersllp.com

PR COURT DATE: 5/20/25.

ESTATE ADDRESS: 3440 Swallows Nest Ln

ESTIMATED VALUE:

ESTATE CITY: Sacramento, CA, 95833

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/20/25

DECEASED NAME: Eugene G Thimmhardy

PR NAME: Kristin Miguel

FILE #: 25PR001737
95670

PR ADDRESS: 11230 Gold Express Drive Site 310-351, Gold River, CA,

ATTORNEY NAME: Anca N Abbas

PR TYPE: Administrator

PR PHONE #: 916-706-2285

ATTORNEY PHONE #: 415-412-7321

PR EMAIL:

ATTORNEY EMAIL: anca@abbaslawgroup.com

PR COURT DATE: 5/20/25.

ESTATE ADDRESS: 3634 Trefethen Way

ESTIMATED VALUE:

ESTATE CITY: Sacramento, CA, 95834

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/19/25

DECEASED NAME: Donna Jean Thompson

PR NAME: Karen Brown

FILE #: 25PR001712

PR ADDRESS: 6849 Coventry Dr, Citrus Heights, CA, 95621

ATTORNEY NAME:

PR TYPE: Executor **PR PHONE #:** 916-769-2628

ATTORNEY PHONE #:

PR EMAIL: kat5981@aol.com

ATTORNEY EMAIL:

PR COURT DATE: 5/19/25.

ESTATE ADDRESS: 6849 Coventry Dr

ESTIMATED VALUE:

ESTATE CITY: Citrus Heights, CA, 95621

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/16/25

DECEASED NAME: Henry John Eich Iii

PR NAME: Laura Lynn Smith

FILE #: 25PR001711

PR ADDRESS: 1319 Salt Clay Court, Wesley Chapel, FL, 33544

ATTORNEY NAME: Michelle D Smith

PR TYPE: Administrator

PR PHONE #: 813-545-5738

ATTORNEY PHONE #: 831-264-7670

PR EMAIL:

ATTORNEY EMAIL: michelle@lawofficemdsmith.com

PR COURT DATE: 5/16/25.

ESTATE ADDRESS: 9379 Vallejo Dr

ESTIMATED VALUE:

ESTATE CITY: Orangevale, CA, 95662

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/16/25

DECEASED NAME: John N Holm

PR NAME: Nackie Aldrich

FILE #: 25PR001709

PR ADDRESS: 7807 Auburn Woods Drive, Citrus Heights, CA, 95610

ATTORNEY NAME:

PR TYPE: Administrator

PR PHONE #: 925-899-0159

ATTORNEY PHONE #:

PR EMAIL: aldrichnackie1963@yahoo.com

ATTORNEY EMAIL:

PR COURT DATE: 5/16/25.

ESTATE ADDRESS: 6820 Saddle Horse Way

ESTIMATED VALUE:

ESTATE CITY: Citrus Heights, CA, 95621

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/16/25

DECEASED NAME: Margaret Campbell

PR NAME: Elizabeth Kenney

FILE #: 25PR001693
95621

PR ADDRESS: 7540 Golden Eye Lane Space 39, Citrus Heights, CA,

ATTORNEY NAME: William L Walker

PR TYPE: Executor **PR PHONE #:** 916-524-7321

ATTORNEY PHONE #: 916-535-7526

PR EMAIL:

ATTORNEY EMAIL: bill@williamwalkerlaw.com

PR COURT DATE: 5/16/25.

ESTATE ADDRESS: 3028 Tamalpais Way

ESTIMATED VALUE:

ESTATE CITY: Sacramento, CA, 95821

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/19/25

DECEASED NAME: Larry Dean Johnson Sr

PR NAME: Lynette D Johnson-Washington

FILE #: STK-PR-EST-2025-0000763

PR ADDRESS: 7531 Circle Hill Drive, Oakland, CA, 94605

ATTORNEY NAME: Randall W Rosa

PR TYPE: Probate Estates **PR PHONE #:** 510-367-9873

ATTORNEY PHONE #: 209-333-8061

PR EMAIL:

ATTORNEY EMAIL:

PR COURT DATE: 5/19/25.

ESTATE ADDRESS: 2009 Superior St

ESTIMATED VALUE:

ESTATE CITY: Stockton, CA, 95206

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/19/25

DECEASED NAME: Penelope Ann Schenken

PR NAME: Mckinley Conger Jolley & Galarneau Llp

FILE #: STK-PR-TRK-2025-0000765

PR ADDRESS:,,,

ATTORNEY NAME:

PR TYPE: Will Tracking Case **PR PHONE #:**

ATTORNEY PHONE #:

PR EMAIL:

ATTORNEY EMAIL:

PR COURT DATE: 5/19/25.

ESTATE ADDRESS: 2393 Rose Briar Pl

ESTIMATED VALUE:

ESTATE CITY: Manteca, CA, 95336

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/19/25

DECEASED NAME: Lucy Valverde

PR NAME: Allen-Garibaldi & Chong Inc

FILE #: STK-PR-TRK-2025-0000767

PR ADDRESS:,,,

ATTORNEY NAME:

PR TYPE: Will Tracking Case **PR PHONE #:**

ATTORNEY PHONE #:

PR EMAIL:

ATTORNEY EMAIL:

PR COURT DATE: 5/19/25.

ESTATE ADDRESS: 302 Duncan Ave

ESTIMATED VALUE:

ESTATE CITY: Stockton, CA, 95207

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.

PROBATE TRACKING SHEET



DATE: 5/6/25

DECEASED NAME: Doris Skelton

PR NAME: John Towner

FILE #: STK-PR-EST-2025-0000790
95816

PR ADDRESS: 3104 O Street Unit 155, Sacramento, CA,

ATTORNEY NAME: Finch Gregory

PR TYPE: Probate Estates **PR PHONE #:** 916-524-7321

ATTORNEY PHONE #: 916-857-1100

PR EMAIL:

ATTORNEY EMAIL: gfinch@signaturelawgroup.com

PR COURT DATE: 5/6/25.

ESTATE ADDRESS: 814 S School St

ESTIMATED VALUE:

ESTATE CITY: Lodi, CA, 95240

ESTIMATED BALANCE:

[Ring... Ring...]

Hi [NAME] this is [YOUR NAME] with [COMPANY], calling regarding probate file [case #] for the estate of [deceased name], is now a bad time for a brief chat?

IF YES:

I completely understand. I'll give you a call back at the end of the day, say 6:30ish—unless tomorrow is better for you.

Great! I'll send you a text reminder 30 minutes prior, thank you [name], talk to you then. Take care.

IF NO:

Great, I'll be brief yet informative, I understand [pr court date] is your hearing to be approved as the [admin/exe], is that how you understand it?

Perfect. You also understand—after the hearing and you're approved, you'll be issued certified letters which give you legal authority to convert assets to their monetary equivalent, you just won't be able to distribute any funds yet. I'm sure your attorney explained that.

The reason I'm calling pertains to the real estate included in the probate. You may or may not have plans to sell the estate home, but I'm sure you agree its better to know and not need it than need it and not know—so Im going to email you our probate real estate resource guide that outlines in detail everything involved in selling real estate during probate, it's free, there isn't any obligation and you'll be prepared when the time comes. Do you use gmail?

COLD CALL SCRIPT

[Be Sure You Check the DNC List]

Any TCPA Violation(s) falls directly on the individual agent.