



October 13, 2004

Walter Sanford  
559 South Washington Avenue  
Kankakee, IL 60901

Dear Walter:

Thank you for your recent presentation to our Sales Associates at our annual Fall Sales Rally in Kalamazoo. Your energy and enthusiasm were contagious and our Associates picked up numerous great tips. We are still hearing positive feedback from many of them!

We sincerely appreciate your flexibility and your willingness to present on such short notice. Your staff was extremely courteous and helpful and it was a delight to work with them.

Again, thank you for making this year's Fall Sales Rally such a success!

Sincerely,

A handwritten signature in black ink, appearing to read 'Michel Metzner', written over a light blue horizontal line.

Michel Metzner  
Regional Director

**RE/MAX of Michigan**

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