



March 25, 2009

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Mr. Walter Sanford
Sanford Systems & Strategies
559 South Washington Avenue
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Dear Walter:

I just want to thank you once more for the outstanding presentation you gave to our sales associates recently. Your delivery was both lively and animated and could easily match any national "motivational" speaker on the circuit today. What is not always delivered in these venues is practical, credible and proven systems that, if applied, will undoubtedly produce tangible positive results. That is exactly what you delivered to us.

Your strategies are definitely not "back to the basics" although you built one of the most successful real estate sales careers by developing these systems years ago. They employed out-of-the-box thinking then and they remain just as innovative today.

In today's economic climate, both real estate companies and practitioners are being challenged to reinvent themselves in order to survive today and to grow and prosper in the future. But with the myriad of pressures that surround us, who has the time or capacity to completely overhaul their business?

Sanford Systems & Strategies offer a turnkey solution. You provide the business plan, the specific dialogues, letters, and promotional material needed to take your business to the next level. The only ingredient that need be added is a willingness to learn and the tenacity to implement them. Having you present these proven techniques and strategies live was, and is, the icing on the cake.

You provided our entire company a compelling yet entertaining insight into how proven and effective prospecting, sales and organizational skills can take any real estate career "up a notch." You did your part exceptionally. Thank you!

Sincerely yours,

William J. "Bill" Bacque'
Chief Executive Officer

www.vaneatonromero.com

