



May 21, 2007

Mr. Walter Sanford
Sanford Systems
559 South Washington Ave.
Kankakee, IL 60901

Dear Walter,

I want to take a moment to let you know how very much we all in the EXIT Realty Southern California Region enjoyed your presentation to us on Friday the 11th of May. It was nothing short of spectacular. Most importantly, there was a ton of good information which will directly impact the bottom line of our brokerages. Not only that, the motivational factor was a big boost for us all. Markets like we are now experiencing can be a bit scary around the edges, and it was great to hear from someone who has been there and done that and made money in the process. Your tips and techniques were invaluable.

In fact, I understand one of our agencies has already booked you to come and speak to them directly. Speaking of booking, I want to compliment Cyndi Hayward and the whole staff there at Sanford Systems. They worked with us with great professionalism and made us feel we were an important part of your schedule. Thanks so much!

Best Regards,

A handwritten signature in blue ink, appearing to read "Bruce J. Wingard", with a long, sweeping underline.

Bruce J. Wingard, PhD
Regional Owner
EXIT Realty Southern Calif.

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