

GOODER GROUP®
RAINMAKER LEAD SYSTEM®

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March 10, 2004

Walter Sanford
Sanford System & Strategies
559 South Washington St.
Kankakee, IL 60901

Dear Walter:

Your name and words are in print!

Last year, you shared with me your strategies for making the most of your online marketing efforts, so that I could share them with other real estate professionals in my new book. **REAL ESTATE RAINMAKER® Guide to Online Marketing** is now a reality, having just been published by John Wiley & Sons. And it couldn't have happened without your contribution.

In thanks for your contribution, I'm enclosing a copy of **REAL ESTATE RAINMAKER® Guide to Online Marketing**. I hope you enjoy it as much as I appreciate working with you!

Cordially,



Dan Gooder Richard
President

*See p. 165!
Great technique!*

P.S. What strikes you about the book? When you have a moment, please send me a sentence or two about **REAL ESTATE RAINMAKER® Guide to Online Marketing**. I like to share your thoughts with other Rainmakers! Enclosed is a "What Top Pros Are Saying" sheet to fax back to me at the Gooder Group [703-698-8597], or just shoot me an e-mail at DGR@GooderGroup.com

