

February 16, 2004

Walter Sanford
Event Coordinator
Sanford Systems & Strategies
559 South Washington Avenue
Kankakee, IL 60901

RE: Seminar

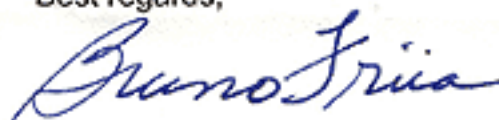
Dear Walter,

Thank you for the inspiring, uplifting and motivational seminar that you provided us with last week. The information that you shared with our associates was on target and beneficial. Quite a few agents have come to us to tell us they have implemented your commission tips and have had successful results.

Any Real Estate Company that is interested in increasing their sales and getting fresh common sense ideas, packed with energy, should enlist your help. You have such a lively way of getting your point across.

Thank you for speaking with our group, the education as well as the entertainment you provided to help our associates think "outside the box."

Best regards,



Bruno Friia, CPM®, MPM®
CEO/Owner

BF/bh