

Bruce A. Thompson
25 Oak Hill Circle
Cartersville, Ga. 30120
770.606.1092
770.276.7994
BruceThompson@allstae.com

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RE: Recommendation for Mel Clemmons:

To whom It may concern:

In 2009, I contracted Mel Clemmons to represent me in the purchase of a troubled Allstate agency in North Georgia. This agency was declining in commission, retention, and earned premium to the extent that the TPP barely covered the agent's loan. Mel's experience and competence were extremely helpful in guiding my decisions and the structuring of this difficult purchase. He earned my trust, respect, and friendship through this purchase.

A few months back, I once again contracted Mr. Clemmons to represent me in the sale of one of my agencies. Honestly, I expected the process to take several months, and I prepared myself to see offers much less than I desired. In a brief time, Mel presented me with an offer from an outside buyer that desired to relocate the agency to another city. Soon it became apparent the leadership's approval of the relocation seemed unlikely, but Mel assured me to trust him to provide another suitable buyer. Within weeks, true to his word, Mel introduced me to an existing agent that ultimately purchased the agency for a multiple of 2.5!

As the CEO and Partner in six corporations, I rarely provide recommendations and certainly do not offer them flippantly. However; whether you are purchasing or selling an agency, I highly recommend Mr. Clemmons and SAMM consulting to represent your next transaction. Once you have experienced Mel, you will see why he is well respected for his knowledge, experience and influence.

Sincerely,



Bruce A. Thompson
Agency Owner & CEO

