

Lee August Agency, Inc.

Lee August, President
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December 26, 2011

To whom it may concern:

It is with great pleasure that I write this letter of recommendation for SAMM Consulting after the successful sale and closing on the assets from my Allstate Agency.

Building a business from the ground up over a 12 year period meant strong ties to my customer base. I was concerned with both reaching an equitable sales amount and having a favorable new Agent to take over our customer base.

After the initial meeting with Mel Clemmons to discuss realistic expectations, current market outlooks and the typical process of the sale an Insurance agency's book of business and office equipment he was able to negotiate an acceptable percentage rate, close to our initial expectation, with the buyer. Mel's previous experience with the entire process became evident during the various stages of the sale from the buyer receiving approval & training from Allstate to the buyer's choosing to secure funding for the purchase.

It is my humble opinion that SAMM Consulting earned their worth, so to say, allowing us to remain objective during the entire process. They were instrumental in coordinating and keeping up with the demands from Allstate, the funding company and the attorneys.

I encourage you to strongly consider contracting SAMM Consulting and Mel Clemmons for either the sale or purchase of your next business venture.

Respectfully,

A handwritten signature in black ink, appearing to read 'Lee August', with a long, sweeping horizontal line extending to the right.

Lee August