

July 25th 2013

Dear Mel,

Thank you so much for your help in selling my agency.

I was told there was no way I could get the price I wanted or the terms that I required.

Not only did you get me the price I wanted, to have it on my terms and closing in less than 60 days was the icing on the cake. Having the choice of two legitimate, QUALIFIED, buyers in the same week gave me the flexibility to have a voice in choosing who would be servicing my clients and my staff. This was a very important factor to me.

Many people were surprised when they found out I sold my agency. They were even more surprised that I used an outside source to sell. They said:"I had no idea you were selling" Exactly! They didn't know, because that was a condition of my sale. I wanted what I wanted, and didn't want to compromise my operation while entertaining offers that may never materialize. I didn't want to lose my status as a top performer with management while waiting for the "right fit" to come along.

I often used a term when my customers would compare my prices with others , I would say "Sometimes you really do get what you pay for". Mel, I certainly got what I paid for when I listed my agency with you. Thank you again and look forward to our continued relationship.

Sincerely,

Peter Mansolillo