

June 29, 2010

Andrew,

I'd just like to thank you for your support in trying to get me refocused on running my Real Estate business, like a business. I dropped out of coaching after being in approximately 6 months in 2007. My feeling was that I could do it on my own. My production went from 37 transactions in 2007, with you, to 12 transactions in 2009. We started back working together in February 2010. In April I had one of my best months. Eight properties went under contract, one of which fell through but went under contract in May. That production was approximately \$120,000 in gross commissions. The majority came from prospecting. In April I got off track handling all the stuff. With your support we got out of "the ditch". Without your weekly support and advice I'd still be off track.

Thanks a million.

Your Friend,

Bob Skinner
Long & Foster Realtors
Alexandria, VA