



UNITED, REALTORS®

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May 20, 2009

Dear Andrew:

I cannot tell you what a difference you have made since your recent visits to my office in Charleston. My Sales Associates feel an energy and excitement that they have not felt in a long time!

Thanks to you, several of my Sales Associates are now prospecting everyday and our listing inventory has increased dramatically. They are more focused and are looking at their business as a business and not waiting for things to happen. They are actually making it happen! I still cannot get over how Bill Branham has changed. His quiet confidence shows through in the way he looks and acts. It is amazing! And listing almost 20 houses in two and one half months is fantastic!

Your scripts are real and so are you. Sales Associates are not easily fooled. They have commented to me that you are the best motivational speaker they have ever heard and your systems and scripts work for them. Our market in Charleston has changed from a Seller's market to a Buyer's market and the mindset of my Sales Associates has been slow to face that reality. After your sessions, they are finally sticking to their price recommendations and commission splits! THAT IS WHAT A GREAT SALES ASSOCIATE DOES!

Your presentation has so much value. Thank you for sharing it with our Sales Associates! Coldwell Banker United, REALTORS has gained so much from your expertise.

Sincerely,

Pam Griffin
Coldwell Banker United, REALTORS
Broker in Charge
Charleston, SC