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LONG & FOSTER® REAL ESTATE, INC.  
PROSPERITY MORTGAGE® COMPANY  
LONG & FOSTER SETTLEMENT SERVICES  
LONG & FOSTER INSURANCE AGENCY, INC.

September 16, 2008

Dear Andrew,

I can not thank you enough for the help you have given me as a real estate coach. When I started in sales, I knew that I wanted to be in management and work for my father. I felt strongly that as a manager, especially one who is the boss's son, I had to have a solid background as an agent to be taken seriously. I wish I could say that I was your best, most disciplined agent that you have trained, but I did work hard and tried to do what you taught me. In the first year that you trained me, I tripled my previous year's production, closing 33 units in 1996. The next year, I was on track to close between 50 and 60 transactions when a management job opened up and I took it.

As a manager, I taught people what you taught me. Having standards and goals helped me treat my business as a business. I began with an office that had never been profitable and within 2 years, I made it profitable. As a manager I was able to help improve my agent's lives with what I had learned from you and in a more indirect way you were again helping me build a strong profitable office. I know that what you teach works and in my opinion is the best way for any agent to increase production immediately. I have referred a number of agents to you in the past and for those who were willing to do the work, success has come.

I will continue to refer agents to you in the future because I know that you will help change their lives and make them more successful. One of the most rewarding aspects of being a real estate broker is hiring a new agent and helping them succeed. It is obvious to me that you feel this way too and that helping people reach their goals is more important than just a paycheck. Again, I truly appreciate all the help you have been to me.

Best regards,

A handwritten signature in black ink, appearing to read 'Paul W. Foster, III'.

Paul W. Foster, III  
Regional Vice President

