

September 4, 2009

Ms. Vicki Wardle
Bo Bridgeport Brokers
2033-B Hosea L. Williams Drive
Atlanta, GA 30317

Dear Vicki:

I'd like to take this opportunity to thank you for showing me so many great and unique homes during my search in the Kirkwood area. It was a pleasure to have a Realtor who knows the area, the history, the people and who lives in Kirkwood.

The one thing that set you apart from other Realtor's is the simple fact that you listen to your clients. Some time ago The Rand Corporation prepared a study on how well people listen to what is being said to them, the findings were unbelievable. People only hear 4% of what is said to them. What happens to the other 96%? I mention this in particular; because you are in that special category of the four percentile who really hear what is said to them.

When we met I only knew that I wanted a "Craftsman Home," a bungalow, Cottage or Victorian and related that information to you not knowing what to expect or what I would see. You took the time to listen and get to know me and what I would like in a home and you found at least four or more properties that I fell in love with immediately.

Vicki, I have met few people in Atlanta that have shown the care and concern you have in selecting the right home for the right person nor the thoughtfulness for their safety in the neighborhood. I would be remiss if I didn't tell you how appreciative I am having you for my Realtor and my guide through this process.

Sincerely,

Gayle L. Brooks