



CHRISTIE'S
INTERNATIONAL REAL ESTATE

LONG & FOSTER® REAL ESTATE, INC.
PROSPERITY HOME MORTGAGE, LLC
LONG & FOSTER® SETTLEMENT SERVICES
LONG & FOSTER® INSURANCE
LONG & FOSTER® PROPERTY MANAGEMENT

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RD Training Systems
30012 Ivy Glenn, Suite 130
Laguna Niguel, CA 92677
Attn: Richard Kurtz

Dear Richard:

About 3+ years ago while managing for Long & Foster Real Estate, Inc. at one of its DC offices, you made a presentation to about 35 of my agents. 9 agents signed up for the "THE EDGE" Executive Conference for Real Estate Professionals. I had an agent who had never sold over 2 million dollars a year sell 14 million dollars the following year after your conference!

I have been coaching real estate agents for over 30 of my 37 years in the business. As I have told the most recent ones I coach "if they are serious about increasing their business and are ready to stop aiming and pull the trigger" your system should be seriously considered. I also tell them not to invest in it if they are not willing to change, it's not magic, you still have to put the time and effort in or no amount of monetary investment will work.

I have now had RD Training Systems make three presentations to three different offices I oversee. 9 agents at each office have signed up. I will be attending the upcoming conference to gather information to better coach my agents who will be in attendance. These agents will not only have RD Training Systems, they will have me further coaching them on implantation.

Thanks for finding me after three years! I will make the most of it again and will have new success stories to tell the next time you come.

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