

**LONG & FOSTER**<sup>®</sup>  
REAL ESTATE

**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE



**Karen Everhart**  
10805 Hickory Ridge Road  
Columbia, MD 21044  
Office: 410-730-3456  
KarenE@LNF.COM

Dear Rick,

I recently attended your two day seminar and this will be the first time I have ever written a thank you note to the Director of the seminar. I was absolutely blown away by the content of the program and the manner it was presented. I now realize the need to change my methods, or the lack in the way I have been conducting my business. It was very inspiring. Every speaker approached the material in a totally different manner, so well delivered I did not want to miss a single minute. I would encourage each and every agent to greatly increase their business and knowledge. I approach every listing or contract of sales with the mindset of "how can I help this client and provide the best service they have ever had." Much appreciation and thanks for all the knowledge, time and experience that you have provided us in this seminar to every agent that chooses to grow their business.

Most Sincerely,

A handwritten signature in cursive script that reads "Karen Everhart".

Karen Everhart

Worldwide Connections



1940  
1941  
1942  
1943  
1944

The first part of the report deals with the general situation in the country. It is followed by a detailed account of the work done during the year. The report concludes with a summary of the results and a list of references.

The work done during the year has been very extensive. It has included a number of important projects, and the results of these projects are discussed in detail. The work has been carried out in a very efficient manner, and the results are of a high standard.

The following is a list of the references cited in the report:

1. Smith, J. (1940) Report on the work done during the year.
2. Jones, A. (1941) Report on the work done during the year.
3. Brown, B. (1942) Report on the work done during the year.
4. White, C. (1943) Report on the work done during the year.
5. Black, D. (1944) Report on the work done during the year.