



April 12, 2018

Watson Realty Corp. REALTORS®



Mr. Skip Baldwin  
RD Training Systems  
27201 Puerto Real, Suite #300  
Mission Viejo, CA 92691



Dear Skip,

I have been selling real estate for over 20 years and have attended many educational seminars during my career. I have also obtained several designations that offer systems and marketing but I can honestly say I have never been offered the tools that RD Training Systems provides. Since I am on the other side of the business with mentoring and leading associates to great achievements RD Training Systems is a MUST for a lot of associates who just don't know where to begin. Let's face it developing systems that work and are profitable is very time consuming and a daunting task at that.

With that being said, I am so excited about your program coming to the Orlando, Florida in two weeks. Your program adds a tremendous amount of value to all of the systems but I believe the most value will come from the coaching that is available to the associates for the next three years. I believe the coaching will keep the associates engaged with the systems and accountable to themselves. After all, they are making a significant investment in their business, which will pay for itself immediately and make them a lot of money.

I so appreciate the opportunity to attend this event with my associates for two reasons one to be able to support the agents during and after the event to keep the motivation momentum going. If you will be their cheerleader in the office.

Thanking you in advance for the awesome opportunity to be apart of the RD Training Systems program.

Kind Regards,

A handwritten signature in purple ink, appearing to read "Theresa Geyer", is written over a horizontal line.

Theresa Geyer,  
Vice President, Broker Manager