

Dear Doug,

It has been a pleasure working on you on our recent transaction. You represented the sellers in this transaction and one of their objectives was to remain working in the business after the sale. The personality fit between buyer and seller was as important as the financial consideration. You matched us up perfectly. Our business is thriving and we thoroughly enjoy working with each other. Both sides of this transaction valued your advice and expertise as we worked through both the strategic decisions and the tactical minutia to execute the deal. At one point, we had five different attorneys working on the real estate portion of the deal, which could have been a major roadblock to closing. You were instrumental in helping us work through the issues and come to a satisfactory outcome for all parties.

We look forward to working with you again in the next phase of our business plan as we acquire and integrate additional businesses into our company. We would highly recommend your brokering skills to any potential buyer or seller.

Thanks again for your advice and assistance!

Sincerely,



Nate Cospers  
Buyer



Marco Gabrielli  
Seller