



ADAMS
& COMPANY

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Established 1920

May 9, 2002

Ms. Wendy Weiss
Weiss Communications
412 West 25th Street
Suite 2C
New York, N.Y. 10001

Dear Wendy,

We cannot thank you enough for conducting the *Mastering the Cold Call* Workshop last week. Given today's economy, every business requires an edge to compete. You have given us that edge.

Our team was making cold calls before your workshop, some were successful, some were not. You brought us to the next level with a specific plan for our calls and taught us to formulate a credible and effective pitch. Even more, you showed us how to differentiate Adams from other real estate firms, and how to articulate our credentials and ask for what we want—that introductory meeting. Now we can go on to do what we do best—meet with prospects face-to-face and establish meaningful relationships for future business.

We look forward to working with you again soon.

Very Truly Yours,

ADAMS & COMPANY REAL ESTATE, LLC

David L. Levy
Principal

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