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LONG & FOSTER*
REAL ESTATE, INC.

PROSPERITY
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MID-STATES TITLE
INSURANCE
AGENCY, INC.

LONG & FOSTER
INSURANCE
AGENCY, INC.

April 14, 2003

Dave Beson
 7200 West 78th St.
 Edina, MN 55439

Dear Dave,

At Long & Foster we offer a substantial curriculum of seminars, courses and training workshops during the year. With over 10,000 sales associates and offices in 6 states, we pride ourselves on a complete and competitive slate of programs each year.

One of our most treasured groups is our L&F Gold Team which is made up of our top producers. These are the salespeople who have helped us to build our market share and our reputation. As you can imagine, they have attended numerous special events and have heard all of the national speakers in the last few years so planning an informative and motivational meeting for our "most important" people is a challenge which I take very seriously.

That is why we selected you to present your special topic "The Top Thirteen Success Strategies of Realty Professionals". Thank you for adapting the topic to suit our changing market, and the goals of the group, which included being both Winter Soldiers (enduring a tough market) and enjoying an Endless Summer of business, which tied in with our Agent Retreat in Southern California in October.

During the initial planning stage we found it easy to work with you and your team. But during the most important part, the actual presentation, you really excelled. Your customizing to our L&F culture, your enthusiasm, and your content was "right-on". Lots of applause, many favorable comments, and laser-like attention of the audience indicated to me that your aim was perfect. You were a hit and for that I thank you.

We look forward to including you again in our future offerings and would encourage other companies with a concern for the highest quality and results in training...to choose you.

Dave, thanks for your help in making our special day so memorable!

Sincerely,

Jo Boerner-Nilsen
 Vice President
 L&F Training and Career Development

JBN:ms

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