



REGIONAL OFFICE

REALTY EXECUTIVES CALIFORNIA

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September 30th, 2002

Dave Beson, President
Dave Beson Seminars
7200 West 78th Street
Minneapolis, MN 55439

Dear Dave,

Just a note to thank you for making our California Conference such a success. Your talk on Thursday and especially moderating the panel was a **HUGE** success. I know that I previously asked you to work with me on your speaking fee (which you did), your outstanding efforts were greatly appreciated.

I'm enclosing the fee I asked you to cut, and once again want to "**THANK YOU**" for a magnificent job. You earned it and more. I appreciate the fact that you were able to attend the cocktail reception, mix with the folks, go to dinner with owners, and in general make this conference our most successful ever.

Please stay in touch with our owners via E-mail monthly. Oh, by the way, I will probably have a different speaker next year, please don't be offended. You are one of our favorites. Just have to change, I'm sure you know.

Keep me posted on new programs and send me that RE/MAX recruiting tape.

See you on the road.

100% yours,

A handwritten signature in dark ink, appearing to read "R. GROMMON" with a stylized initial "R" above the name.

Richard Grommon, C.R.B.
Regional Director

P.S. Great golf game!