

Norm Hatke
Keller Williams Realty - Atlanta Midtown
1423 Peachtree Street #1420
Atlanta, GA 30324



15 August 2011

Dear Norm,

Mr. Taylor is not a man given to desperation. Yet, when he walked into my office he said he was desperate. When his son moved out of the townhouse Mr. & Mrs. T had no desire to become landlords. So they had it painted and carpeted, scrubbed the cupboards, installed granite countertops and new appliances, washed the windows and called a friend to list it.

Two years later the windows were dingy, the flowers by the front door dead, and the listing agent had run out of responses.

Mr. T has a hand the size of a dinner plate. He laid it, with weight, on my right shoulder; squeezed a bit and said "You've got to help me."

So I gave him your number.

I had two fears: that he would be a difficult client and you would tell me not to do you that kind of favor in the future; and that the current real estate climate would preclude any magic on your part.

Weeks later, it didn't seem long, Mr. T walked into my office jubilant. "We have an offer!" he danced.

And a few weeks after that he invited us all to a celebratory dinner.

For the care and esteem you gave to my friends, I thank you. For the professionalism you showed and the results you achieved, I bow. For the weight of relief and the ability for Mr. T to dance—a toast!

Gratefully,

A handwritten signature in green ink, appearing to read "Wendy L. Kinney", is written over the typed name. The signature is stylized and fluid.

Wendy L. Kinney