



John Fortener
Success Mortgage Partners

Dear John,

Even though there are regulations in the mortgage business, there are all kinds of people that vie for the business of every real estate agent in the industry. Sure, there are a multitude of reasons for the selection of any to whom we give our business. First, we want someone who goes the extra mile in their knowledge of the profession. Secondly, we want someone who is going to answer their phone quickly when our clients have a question. And lastly, and this is so unfair to new people entering our industry, we want someone who has experience with loans in residential real estate. Fortunate is the real estate agent that can find a combination like that in any one person.

Recently I had a situation where one obstacle would affect three different property transactions. It became quickly apparent that it was going to require somebody's ability that had a different experience than myself. It was amazing how well you handled the situation once you were called in on the matter. As a result, we were able to close all three deals and have several very happy customers!

John, in your industry there is a lot of competition, but it is easy to observe why you are above the rest. Thank you for your wisdom, experience and professionalism in handling all the people I introduce to you and your services.

Best Regards,

Gerald Wessels