



Tuesday, May 08, 2007

Ryan Tingle  
The Tabb Insurance Agency  
2435 Wall Street, suite 102  
Conyers, GA 30013

Dear Ryan:

I want to thank you for being an awesome referral source for me.

When we first met, about four years ago, I don't know if you know this or not, but, I thought you were *waaaaay* too young in both age and experience for me to take seriously, and ever refer my clients to you.

But, after awhile, I had a couple tough property situations and you came through with flying colors. You really have earned my business over the years and I love to be able to refer to you now. When I'm working with someone a little "older", I always say: "He's young, but don't let that throw you off. He knows his stuff, and has truly earned my business and loyalty".

Thanks again for your help this morning. You help me look good.

Sincerely,

**Toby Lynn**  
*Loan Goddess*  
Certified Mortgage Planning Specialist