43 Flocktown Road Long Valley, NJ 07853 * Phone (908) 852-0955 *

To Whom It May Concern,

I'm writing this letter to highlight an asset you have within your company. I have been in business for over 20 years and often times, as you may know, there are situations that arise well beyond our control. In those situations, you win some and you loose some (for me it seams the later more often then not). In any case, one of those situations came up just the other day with your company. Without boring you with the details, I was lead to Jo-ann Marciano. Her understanding of the situation provided for me a re-affirmation in integrity that had I had all but lost.

Jo-ann's level of service, for me, has re-focused my perspective on the important things in life. As result of her service, I will be contacting all of my business relations and all of my friends and all of my family members to seek out your company for coverage. My contacts include 1187 people in total and each and every one will learn of the quality service Preffered provides.

I hope this communication proves to be business generating for your company and it is with sincere gratitude that I offer this letter again, based solely on her performance. You should take a moment to thank her. Show her the value she brings to your organization and know moving forward, that she has illustrated a value of understanding and quality of service beyond compare.

Sincerely.

Kevin B. Dorlon

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