

Editors note:

I publish these two testimonials in full, because of the underlying humor and tribute. The arduous part for Erica was to negotiate both sides of a deal and serve both clients with equal loyalty. You are welcome to contact any client at any time to confirm her credentials.

EVERY STORY HAS TWO SIDES**HERE IS THE ONE SIDE**

(ON THE REVERSE PAGE YOU WILL FIND THE OTHER SIDE)

2315 NE 25 STREET
LIGHTHOUSE POINT

TO WHOM IT MAY CONCERN

After being involved in the Residential Remodeling, Construction and Development business for many years, this is a first for me.....to write a Testimonial for a Realtor....because I really don't like Realtors and never market my properties through Realtors....That was until Erica Davey showed up.

She previewed one of my Properties for a client from Pittsburgh, Pennsylvania with whom she had been working for some 14 months. She humored me and with a very positive attitude promised to earn my business, if I would allow her the opportunity to introduce her client to a particular house. This I reluctantly conceded to.

After tough negotiations, various offers (and insults), her client bought the property. Both the buyer and I can be difficult and stubborn which nearly torpedoed the transaction at the closing table. Erica's professional negotiating skills and calming influence saved the day. Long story, short; in the end everything went of so well that we all ended up on my 65ft motor yacht and celebrated a win-win deal at Houston's Restaurant. I even picked up the tab for dinner.

Not only did Erica earn my business, but also my respect. It would be so nice if all Realtors could conduct their business with such professionalism and sincerity as Erica did. Maybe then I will change my opinion of Realtors, but until that day, I still don't like Realtors, but I will do business with this Lady, any day.

Gerry Reitano