

November 17, 2000

Bob Janet
Professional Marketing Consultant & Speaker
2720 Bent Oak Drive
Matthews, North Carolina 28104

Dear Bob:

On behalf of Prudential Carolinas Realty, I thank you very much for presenting your Relationship Marketing program to our Executive Group.

Your fresh style of total audience involvement and use of your, as you say, "been there done it" experiences and humorous stories made learning your techniques of selling both interesting and enjoyable.

Attendees are saying:

"Bob motivated me"
"I like Bob Janet's techniques"
"Bob kept my attention through the presentation"

As we spoke, I will talk with our management team about having you return for our January meeting.

Thank you. We all look forward to receiving your newsletter.



Karl Schmiedeke, GRI
Training Director

KS/de

Cc: John W. Byers, III, GRI