



SOLANO PACIFIC

RESIDENTIAL REAL ESTATE
900 FIRST STREET
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To: Whom It May Concern:

Re: Mr. Brad Andersohn

I am writing this letter on behalf of Brad Andersohn. I am the Chief Executive Officer of Coldwell Banker Solano Pacific. Our company is a real estate brokerage concern, selling \$300,000,000 of residential real estate annually.

During my acquaintance with Brad, he was working with First American Title of Contra Costa and Solano Counties. When I first met Brad, he was the branch manager for the Benicia office. My staff and I found Brad to be very energetic and enthusiastic. He was very creative in coming up with new ideas and promotions to enable our agents to market their talents and increase the company market share. Brad differentiated himself from his competitors with his creativity and energy. The results were clear for his employer with a significant increase in First American's market share.

During his tenure as the branch manager, First American discovered that Brad had extensive knowledge of computer systems. The company wisely created a new position for him, which resulted in his helping our company and others with the technological applications of computers systems. He became a trainer for our agents on the Top Producer system, a sales and contact management program. He mastered that program in rapid order and was a great help to our agents.

He also set up an entire post card mailing program for our company, allowing us to integrate tax roll information sent by e mail from his company to our computers and printers. It has been a roaring success, and it works flawlessly.

Aside from his professional competence, Brad is a fine person with a lovely family. Everyone who meets Brad likes him. His excitement and enthusiasm is a pleasure to be around.

I recommend Brad highly as a potential employee and as a friend.

Sincerely,

Richard A. Bortolazzo

