

Mr. Rick Kurtz
RD Training Systems
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Laguna Niguel, CA 92677

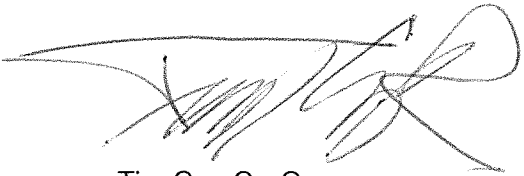
Dec 5,2017

Dear Rick,

Thank you for giving Big Sky Sotheby's your latest seminar on The Edge 2.0. I know that you picked up several customers who will be attending your SLC conference in Dec 2017. Those several customers are not the only agents that you touched. Several agents, who will not be attending SLC because of time constraints and previous engagements, are instituting a few of your systems. Once they get a taste of success with your ideas they will come back to you.

Your delivery of your program is very well orchestrated. It is short, concise and to the point. No long winded explanations and you get to the crux of the matter quickly. Thank you for being brief. It greatly helps your effectiveness with Realtors who are notoriously short on attention span. I can tell that you have spent years honing your delivery.

Good job and thank you for hitting Big Sky, MT. A few more disciples eventually builds an army.



Tim Cyr Co-Owner
Big Sky Sotheby's International Realty