

December 8th, 2015

Richard Kurtz
RD Training Systems
27201 Puerta Real Suite 300
Mission Viejo, CA 92691

Dear Richard,

I have finally recovered from your content rich 45 minute presentation that incited our entire office to sign up for your 2 day seminar (well almost all of them). Having been in the business for 32 years and seen all of the cohorts you have worked with numerous times (Howard Brinton, Zig Ziglar, David Knox, Rick DeLuca, and more), I am keenly tuned to systems and their implementation in our industry.

Having been a student of the game, I realize how critical it is to have the right response and the right tool in the heat of battle to secure a listing or a sale. Your willingness to share great information in the 45 minute meeting has only heightened my enthusiasm in attending the upcoming 2 day seminar. The star quality players you work with means all of us in the audience will benefit from years of experience from our industry's top players.

I just returned from the NAR convention in San Diego starved for this kind of content. Brokers everywhere need to invest in themselves with the systems you are advocating - otherwise they will compete against them and most likely lose.

Thank you for taking the time to prepare such a solid presentation, and I am looking forward to seeing you in Denver!

Regards,



Paul McDonald
Associate Broker
Sotheby's International Realty