



BERKSHIRE HATHAWAY
HomeServices
California Properties

Richard Kurtz
RD Training Systems, LLC
30012 Ivy Glenn Drive #130
Laguna Niguel CA 92677

December 16, 2019

Dear Rick-

I wanted to take a moment to thank you so much for convincing me to take a leap of faith in myself and in RD Training Systems. When you presented at our office meeting last week, I became excited about taking my business to a new level. I knew that something needed to change in 2020 but was anxious about making such an investment with only 1-2 transactions in the pipeline.

After only the first day of the conference, I'm overwhelmed (in a good way) by the value given in the amount of information and tools provided. As Realtors we often hear new marketing ideas but it can be time consuming and challenging to put them all together. I see a distinctive difference already with this system in that I have step-by-step strategies I can put into practice immediately. You had top producing instructors that are business moguls who know the "struggle." They graciously shared their wisdom and it was invigorating.

I'm looking forward to making 2020 my best year ever in production! More specifically, I'm looking forward to implementing lead capture websites and pursuing expired listings (which always intimidated me before). The Pre-Listing System and Listing Presentation at the end of the day were "game changers" for me. The thought that a listing presentation should only take 20 minutes is liberating.

Thank you, thank you, thank you to you and your team!

Sincerely,

A handwritten signature in black ink, appearing to read 'Jenée George', written in a cursive style.

Jenée George
356 Redondo Avenue
Long Beach CA 90814
DRE# 02011178