



## CHRISTINE HANSON

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JOE KAPP REAL ESTATE, INC.  
SALES | APPRAISALS | PROPERTY MANAGEMENT

1211 Maricopa Hwy, Suite 262

Ojai, CA 93023

December 30, 2019

Rick Kurtz  
RD Training Systems, LLC  
30012 Ivy Glenn Drive #130  
Laguna Nigel CA 92677

Dear Rick,

I wanted to take a moment to thank you and your panel of top agents that shared an abundance of experience and knowledge with all of us over the course of two days. It was truly an experience of a lifetime and a game-changer. As a newer agent in the field, I am bombarded daily with different strategies, tools, coaching sessions that claim to work and so many different ways to invest in my continuing education that it is difficult to decipher what is best and what will really work. However, over the course of the two-day seminar, I was pleasantly surprised with your NO-NONSENSE approach and systematic way of running a business. It was EXACTLY what I have been looking for!

Each agent gave a step-by-step presentation with all the tools and techniques that they use without the wordy boastful style that I often hear in the industry. Instead, they got right to the point and shared what works! I was left invigorated, enthusiastic and with a clear plan of attack for 2020. I can without a doubt say that this was the best experience for me to continue my profession in real estate.

Lead capture, niche marketing, the pre-listing presentation and so much more will now be implemented in my business. Thanks again for all that you and your team have done to successfully put this seminar together!

Sincerely,

Christine Hanson  
Joe Kapp Real Estate Inc.  
805-450-1718