

**From:** cknoble

**Date:** October 3, 2016 at 9:44:01 AM

**To:** [mel@sammconsulting.com](mailto:mel@sammconsulting.com)

**Subject:** Recommendation

Dear Mel,

I wanted to take a moment to express my sincere appreciation and thanks to you and your team there at Samm Consulting for your efforts on my behalf in the sale of my business. From our first contact, you demonstrated a shrewd and considerate understanding of my particular circumstances. My business was not large and attractively profitable – it was small and average. Buyers were not flocking to make competing offers. A specific kind of buyer with specific needs and a specific vision was required and, as we also know, not every potential candidate has the resources, the finances, or the substance to carry through to a successful conclusion. As my father observed on a few occasions; “In business, sometimes you have to kiss a few frogs to find your prince”. Throughout the entire process, you never gave up and your confidence never flagged. You were savvy, knowledgeable, wise, persistent, and consummately professional. I would enthusiastically recommend you to anyone smart enough and fortunate enough to have the opportunity to enlist you to represent them in the sale of their enterprise. You are truly at the top of your game and I can’t thank you enough.

Kindest Personal Regards,

Christopher Noble