



WHITSTINE & ASSOCIATES
INSURANCE SERVICES
Protecting What Matters Most

July 15, 2013

Re: SAMM Consulting
Mel Clemmons

Dear Mel,

I want to write to you and express my satisfaction with the way you handled the sale of my Allstate Insurance agency.

Your persistence in contracting with me is a decision that I do not regret. I can be a very detail oriented person with high demands and you never failed to answer my questions and overcome my objections in order for the sales process to continue to go smooth.

In addition, your follow up is phenomenal. Your constant calls, emails and text messages kept everyone up to date and again kept the sales process on target for a smooth sales transaction. Your knowledge, expertise and professionalism will win you many more buyers and sellers. I know if I have another opportunity to work with you in the future, I certainly will.

In closing, Thank you for making one of my life transitional dreams come true without the stress that I anticipated. You really are a great asset to any insurance agent who is in the market to sell their agency and for any new buyer who may be in the market to buy an existing agency. My experience with you was truly a "Win/Win" experience.

Keep up the good work. Thanks again.

Sincerely,

Lisa L Whitstine
President, Whitstine & Associates, Inc.