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KNIGHTS OF COLUMBUS
YOUR SHIELD FOR LIFE

February 23, 2010

Sharon Casertano
President
SAN Business Consultants
11414 Ramsburg Ct
North Potomac, MD 20878-4864

Dear Sharon,

I cannot begin to tell you how amazing the first month has been for my business since your company has been making sales calls to my brother Knights and their families.

Everyone I have spoken to has told me how professional, courteous and pleasant Beth Herman is to speak with on the phone. I feel wonderful knowing and thankful that since I have not been able to speak to my clients as much as I would like, a friendly voice is keeping my name out there with my assigned Knights of Columbus membership.

She has kept my calendar busier than I ever imagined.

After each day calls are made, a clear concise report is sent to me and Beth has kept my calendar exactly as if I were making the appointments.

This month I had 30 good appointments, which resulted in approximately 15 applications resulting in \$6.4 million of new insurance written. Continuing this trend, we both will have a very successful 2010!

Thank you again for the start of a successful relationship!

Sincerely,

A handwritten signature in black ink, appearing to read 'J. R. Bertine'.

J. R. BERTINE
Field Agent