

Agency Brokerage Consultants  
Coastal Business Intermediaries, Inc.  
1600 Sarno Road, Suite 113  
Melbourne, FL 32935

December 23<sup>rd</sup> 2011

Dear Michael Mensch,

Please allow me to express my utmost and sincere gratitude for the amazing work that you performed in listing and selling my insurance agency. This letter is really designed for you to pass on to potential clients who may be considering selling their insurance agency.

There are many business brokers who can list a business and mail out flyers or postcards. This will not sell your business. What will sell your business is the following:

1. Someone who focuses exclusively on selling insurance agencies.
2. Someone who can analyze commission statements, expenses, payroll and a slew of other details to arrive at a value that is real and can be funded by specialty lenders.
3. Someone who can interpret the many legal forms that will become part of the listing and the ultimate sale.
4. Someone who has the personality to work with buyers, sellers and lenders to actually get a deal to the closing table.
5. Someone who will answer any and all questions that you have on almost a 24/7 basis.

I did not realize the amount of expertise that Michael Mensch possesses until I was halfway in. At that point I thanked whatever lucky star brought Michael to me.

The time frame for closing a transaction (or at least mine) was just over two months. Selling a business such as an insurance agency is a very tricky endeavor. If you want to reach the closing table and walk away with a sizable check, you need Michael Mensch.

I entrusted Michael with my login codes and passwords to retrieve all sorts of information that he needed. I never had a moment of doubt regarding Michael. He earned my trust and admiration almost from day one. He now has my undying gratitude forever for getting me to the closing table and walking away with an unbelievable check.

You will have the same results if you entrust Michael Mensch to help sell your business.

I have written this letter without being asked to do so and without compensation. I know of no other way to repay Michael for what he has done for me.

If a verbal confirmation is needed, you are welcome to call my cell phone 24/7. My number is 561-271-2565.

Again Michael, thank you from the bottom of my heart. I wish you and your family a lifetime of health and happiness.

From your biggest fan!

God Bless You.

A handwritten signature in blue ink, appearing to read 'Leslie J. Newman', with a large, sweeping flourish at the end.

Leslie J. (Les) Newman,  
Licensed Insurance Agent, and  
Former Owner/Rainbow Insurance, Inc.  
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