



August 23, 2018

Lou Vescio, CBI, M&AMI  
Agency Brokerage Consultants  
1600 Sarno Road, Suite 115  
Melbourne, FL 32935

Dear Lou,

I don't know how to put into words how grateful I am to you and Mike for making the sale of my agency a reality. Simply the amount of time you spent working with me, answering my many questions and walking me through each step of the process was incredible.

When you originally reached out to me about the agency your timing was perfect. Although I wasn't ready to simply sell the agency and walk away, I was ready for a work/life balance. Thanks to your firm's knowledge, expertise and industry relationships the goal was accomplished. You introduced me to several interested parties, obtained multiple offers and ultimately guided me in the final selection process that took us to the closing table. It was such a smooth process and learning experience from beginning to end.

I would obviously recommend your firm to any agency considering their options for the future.

One of the many blessings in the process was getting to know you and Mike and I will forever be grateful to you both. I still miss our many phone calls and conversations and hope to see you both sometime soon.

Sincerely,

Vicky VanGorder, CPCU, RPLU