

Dear Jim,

Thanks again for speaking to our group in Annapolis, MD and Tysons Corner, VA last month. We had a record turnout for January and we attribute to our members keen desire to take their investing to the next level...Commercial Real Estate.

The reviews we have received from our members have been outstanding!

Your down to earth, straight forward talk was truly inspiring. It made many of our members gain better confidence in their abilities to invest in commercial real estate too! I especially appreciated your honesty on the truth about taking and managing risk, especially as a new entrepreneur in the business. Your personal examples of how to "add value" to commercial property were remarkable.

I continue to recommend you and your excellent book, "Confessions of a Real Estate Entrepreneur" to members, associates and any organization interested in commercial real estate investing. I strongly feel that your book is a must read for anyone serious about commercial real estate.

I wish you two the best of success and if there is anything I can ever do for you, don't hesitate to ask. If you ever decide to write another book on the subject, I hope you would consider speaking to our group again in the future.

Sincerely,

John Beal
President

Capital Area REIA

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