



57 Beaver Ridge, Nepean, On, K2E 6E2

Wendy Lilico,
Royal LePage
Performance Realty

Dear Wendy,

As a sales professional for 24 years, I am not often very impressed by other sales professionals. You however, have impressed me with your integrity, professionalism and breath of knowledge in your field.

As a **buying agent** you were very effective in only showing us properties that would possibly meet our needs. By previewing properties, you were able to ensure that the houses we saw were all of high quality, and with minimal impact upon our time. Your positive attitude (and sense of humour) made looking at houses fun and informative.

Once we selected our new house, you negotiated a very fair price and once again earned my respect. As a fellow salesperson, having someone negotiate on your behalf is often uncomfortable. Not in this case.

You were also very helpful in suggesting an extremely capable house inspector. The whole buying process went very smoothly and was very enjoyable.

Due to a previous loyalty we had listed our house with another **selling agent**. After 90 days without an offer, we gave up and enlisted your services.

You immediately pointed out several items that needed changing on our house in order to sell. Liane and I fully believe that our house sold within two weeks (at 96% of our asking price) based on your positive attitude and enthusiastic marketing. Multiple open houses drastically increased our traffic and I am still hearing from our neighbors about how you impressed them (Neighbors sneak peek). I know that they will call you when their time comes to sell.

Your innovation is greatly appreciated (by using text messaging) to negotiate the sale while I was in meetings at our head office in Toronto. Selling when the buyer is hot is key to a successful sale. Being able to always find a way is one of your best traits.

Thank you for the outstanding job as our buying and selling agent. You helped in reducing our stress for a very traditionally stressful event.

I will wholeheartedly endorse your services to any and all looking to buy or sell a house!

Best Regards,

Bruce Perron
Strategic Account Manager
Sony of Canada
CPG Division
Ottawa Branch