

March 8, 1996

Dear Chip,

When we met you a few years ago at an open house in Del Cerro, we immediately felt comfortable with you and took a liking to you! Who could know the fantastic impact you would have in our lives in the years to come?!!

We are so glad that our paths crossed that day! We were impressed right away by your ability to understand and assess our needs for a home. Within the same week of the open house, you contacted us to look at two homes that you could tell would be more to our liking. But you didn't stop there. Consistently you would call us to update us about new homes on the market in the areas we had expressed interest .

When my younger sister called me looking for a house, I suggested that she call on you without a moments hesitation...and you found she and her new husband the perfect house in less than ONE MONTH! We were again VERY impressed by your professionalism, and integrity! You made their first home-buying experience a positive one!

Then, Jeff and I found the home of our dreams, and needed to put our house on the market. We had no question in our minds about who to contact! "Call Chip," were the first words out of my lips! So we did. You launched an aggressive and thorough sales plan for our home, and landed a buyer within a month! Jeff and I are still in awe about the way you handled all of the delicate intricacies of the sale! Your professionalism was stellar, and you were always totally "up front" with us about any new occurrences or details we needed to know about or handle!

Chip, we are extremely grateful to you for the manner in which you conducted the sale of our house! But, even more than that, we feel a great deal of appreciation for you because you handled everything so honestly, and completely!

We were very fortunate to have met you at that initial open house! You have given us a very positive Realtor/Customer experience. We will continue to recommend you to everyone we know!

Thank you, Chip...for a job well done, and for the friendly, positive experience of working with a Realtor that we had with you!!!

*Nancy + Jeff Law*