



**DALO**  
**GLASS & TINTING**  
6258 LEMAY FERRY ROAD  
ST. LOUIS, MO 63129-2806

TEL. (314) 416-7400  
FAX (314) 416-8220

January 5, 2006

Dear Jim,

We're writing to express our gratitude for your help in selling our business. After responding to a fax that said "We can help sell your business", then making a \$12,000 catastrophic blunder by paying for an awful valuation, we decided to look for a local business broker that could help us. We interviewed several companies and all except yours wanted guaranteed monthly advertising allotments and various other upfront charges. We were amazed when you told us that you would look at our business, evaluate it and charge us only when you sold it.

Once we turned our business over to you, you went to "warp-speed." Within a very short time, we had interviews with five very qualified buyers. You walked us through each procedure which made the process totally painless. Lois and I were very pleased when you valued our business at \$900,000, then extremely happy when the buyer activity and competitiveness resulted in a \$920,000 offer. What can we say except - WOW!

We've already started working with the new owner and during our conversations he was praising your company on finding him a lender which provided him with a much better loan rate than his own bank. It just goes to show how hard you guys at work for both the seller and buyer. We both were amazed at how smoothly everything went.

Just wanted you to know how much Lois and I appreciated everything you did for us. If you run across someone else wanting to sell their business, and they have any doubts about having you be their broker, let them read this letter, then have them call us.

We have met many business owners over the last 20+ years and are already referring them to you.

Good luck, thanks again and God bless. Please stay in touch, 'cause you're almost like family now.

Dave and Lois Thompson  
DALO Enterprises, Inc.  
d/b/a DALO Glass Tinting