

John Bilek
Weichert Realtors, Chadds Ford Office
1212 Baltimore Pike
Chadds Ford PA 19317

March 22, 2005

Dear Mr. Bilek,

I am writing this note to let you know how pleased we have been with Trish DesGroseillers. We "lucked" into a relationship with Trish when first considering selling our home in West Chester. I had been searching the web for information and got a call from her because of that activity. Trish apparently got the lead, called, and then came out to meet with us and we immediately felt like we had the perfect match. Our home sold within 48 hours of being listed.

As it came time to begin looking for our new home, we asked Trish to represent us in that phase as well. She did tell us that she was not that familiar with the Montgomery County area (where we planned to move), but we made it clear that we wanted to work with her and since we had already built a great working relationship, no one else would do. Trish offered to connect us with another agent, but we stood firm – Trish had become *our* agent.

I know that all realtors give of their time – evening and weekends included, but Trish seemed to go out of her way to be helpful, informative, available and more. I understand that she even passed another client along to a colleague, so that she could concentrate on helping us find our new home. That process took a lot of time and so did the negotiations on the home we are buying. Trish has been there every inch of the way – late into the evenings and on Saturdays and Sundays as well.

We are now just a few weeks away from our move, and once again, I want to thank Trish for a job that was "**more than well done**". Throughout our dealings with Weichert, Trish has been consistently helpful, supportive and has embodied professionalism at every step.

I don't know what mechanisms Weichert has for rewarding outstanding work, but Trish gets our vote for "best of the best". I am sending her a copy of this for her files, but I hope that your office finds a way to acknowledge Trish – for the wonderful attitude, exceptional service, and extraordinary commitment to customer satisfaction. We will not hesitate to recommend her to others.

Sincerely,

Anne Stevenson Smith