



October 25, 2004

Larry Klein
NF Communications
1700 N. Broadway, #405
Walnut Creek, CA 94596

Dear Larry,

Thank you so much for speaking at our DNA Classic Event last month. It was wonderful to have you as part of our program. We've sent thank you notes and feedback sheets to our 130 agent attendees and the feedback we received on your session was terrific! Many of the attendees ranked your presentation as the most helpful session, and the best sales session of the entire event.

I know of many agents who are planning to get in touch with you to learn more about how to grow their business. DNA Brokerage is a national marketing organization, and we are more successful if our agents are more successful. We appreciate you providing our agents with sales tools to help them achieve more in their business. It makes DNA look good to host such a popular sales session for our agents – thank you!

I hope you will consider participating our 5th Annual DNA Classic Event next year. We'll be in touch soon to give you dates and times.

Again, thank you for speaking at our event. We look forward to seeing you again soon!

Best regards,

A handwritten signature in black ink that reads "Lori Bochner". The signature is fluid and cursive.

Lori Bochner, CLU, ChFC
Vice President & CMO

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