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DECEMBER 14, 2015

**Archana Patel**

2916 Commonwealth Circle  
Alpharetta, GA 30004

Dear Archana,

I loathed car salesmen. I hated the entire purchase process at the dealership. Because of this I have managed to avoid car dealerships for the past 23 years. Recently, I found myself in need of a commercial vehicle that was only available at the dealerships.

With much dread, I tried to get it done on my own. After several failed attempts to obtain the vehicle I wanted at the price I wanted, I was frustrated and depressed. For the last six months I did research and knew a fair price. I wasn't asking for the moon, I just didn't want to be taken advantage of -- again.

You worked with me and helped me to realize that I really could get what I wanted, even though my past experiences seemed to be telling me otherwise. You gave me homework, which I completed, and it boosted my confidence and my attitude. Shortly after, I was finally able to get the *perfect* vehicle for a *fair* price, from the *best* sales person.

Thank you, Archana, for helping me overcome my fear and frustrations about this issue. I look forward to overcoming future obstacles with you, and will refer you gladly without hesitation.

Warm regards,

**Andrew Jones, Jr.**

PRESIDENT