



Petland St. Paul, 2123 Old Hudson Road, St. Paul, MN 55119 (651) 731-0556

Matt Schroder
Sunbelt Business Brokers
3212 Rice Street
Roseville, MN 55126

Dear Matt,

I want to thank you for the incredible job you did in finding a buyer for my store. After much procrastinating on my part with false hopes of improving the business, you were given only a limited amount of time to find a new buyer prior to the lease expiring. I was very impressed with how you were able to market a business that had been struggling for several years but yet were able to find a buyer within only a couple of weeks after being put up for sale. You were able to masterfully paint a picture for the new buyer in which they could see themselves succeeding where I had failed.

I also liked your good cop bad cop routine we used with the leasing company. I was made out to be the bad tenant who they needed to get rid of and bring in a new tenant who would do a much better job than I. Therefore, you used your good cop skills to convince the leasing company that they should be willing to negotiate with the new buyer and provide them with a favorable lease. As a result of your efforts, we were able to get through the biggest hurdle in the sales process and the new buyer was able to negotiate an advantageous lease.

I was also pleased with the timeliness of the closing date which was six weeks earlier than wished. Your behind the scenes efforts to keep the sales process moving were very much appreciated. I was also extremely satisfied with your advice during the purchase price negotiation and was thrilled when the final sales price that was negotiated ended up being \$15,000 more than I had hoped. Your straightforwardness with the new buyer was particularly helpful and prevented me from getting nickel and dimed to death during the finalization of the sale.

The closing process utilized by Sunbelt Business Brokers was also well received. I expected the closing costs to run several thousands of dollars. By utilizing Sunbelt's standard closing documents and closing attorney I was able to experience a very inexpensive closing.

Most of all, I would like to thank you for calming my nerves during the entire process. For one who had not previously sold a business, the ups and downs of the process would get my psyche rattled. However, your guidance and assurance during the entire process was calming and your focus on the big picture to get the sale done was impressive. I would highly recommend your services to potential sellers and would encourage those hoping to sell not to procrastinate and act immediately. I am confident they will find their sale process with you as I did a very satisfying experience.

With much gratitude,

Randy Schlichting