

January 11th, 2018

To Whom It May Concern,

It is a genuine honor for me to write a letter of recommendation for Mike & Nacia with Sunbelt Business Advisors of Minneapolis, Minnesota. Mike & Nacia represented CORE Respiratory Services of Minnesota when they decided to sell their business. I have had the pleasure of getting to know both of them professionally and personally through the acquisition of CORE.

We have purchased 4 previous businesses over the last 10 years, none of which were represented by brokers. We have dealt with a handful brokers during the buying process and have had unsuccessful and sometimes downright horrible experiences. Most of the failed experiences came due to the broker unable to get both sides to come to resolution and some of the filthy tactics they have tried to use. I remember very early on praising Mike and his team in the professional nature of the company, but more importantly his own ethical standards which I value.

As most initial conversations start with the acquiring process, they were very quick and responsive email and conversation exchanges to get the details. The early stages were very engaging and professional. Mike is someone with a great understanding of the process of buying and selling a business, especially when there are extenuating circumstances (what deal doesn't have those?). It quickly changed to a more hands on approach with the encouragement of Mike, I flew out to the twin cities to meet Mike, Nacia, and the CORE team.

While in the twin cities, he was able to recommend some nearby places to stay and dine, picked me up from the airport and dropped me off at the hotel. There wasn't much of a plan in place on my end except to get to town and meet the team which all came together in less than a week. Meeting Mike, his team and the CORE team was very pleasant and nothing surprising. Everyone was professional as expected based on our multiple conversations prior.

There were a handful of times which are tough during the negotiating process and he was always able to handle with ease from both sides of the table. While he represented the sellers and Vital Nurse Staffing from attorneys, he always maintained the ethical standards in representing his clients. The deal went just as expected with 2 additional meetings with my team and I coming to Minnesota, the last of which was the closing. Closing went as expected without any surprises and we were happy to have Mike and Nacia come to the meeting which we were able to meet the remainder of the CORE team.

I have gained a friend and mentor through the process and can honestly say Mike is an asset to any entrepreneur who is interested in buying and/or selling a business. Even after the sale he has been engaged with both the sellers and myself. I would be happy to discuss with anyone who has questions about the process with Sunbelt and the Wheelock's' at any time. I look forward to reading his book when it hits bookstores.

Sincerely,
Chuck Stadler Jr
President/CEO
Vital Nurse Staffing
CORE Staffing
rtNOW
Direct (989) 284-0198

9720 Junction Rd., Suite A
Frankenmuth, MI 48734
(989) 607-9329
www.vitalnursestaff.com