



August 11, 2010

Char White, Education Coordinator  
Reno/Sparks Association of REALTORS®

Dear Char,

As the Director of Member Services and Professional Development, for the Greater Rochester Association of REALTORS®, since 2000; it is with great pleasure that I am writing you today in regards to Rich Levin.

Rich has been in the real estate industry and has taught real estate far longer than I have had the pleasure of working with him. I have hired Rich to present a variety of courses from the pre-license, leadership training, to working with the broker/managers.

Rich has the ability to understand the wide variety of ways agents succeed. With that knowledge and understanding, he has helped the GRAR develop effective, motivating courses.

In 2009 I contracted with Rich to develop and teach to agents aboard a cruise ship. In which he presented an outstanding series of courses that helped agents working with buyers, strengthen their negotiating skills and how to increase their sales. It was a huge success with over 35 attendees and their spouses.

If I can provide you with any further information in consideration of hiring Rich as an instructor, please feel free to contact me directly at 585-341-2140 or [knorthrup@grar.net](mailto:knorthrup@grar.net)

Sincerely,

A handwritten signature in black ink that reads 'Kimberly A. Northrup'. The signature is written in a cursive style.

Kimberly A. Northrup  
Director of Member Services and Professional Development

Greater Rochester Association of REALTORS®, Inc.

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