



March 30, 2010

Tom Kramig
Vice President of Multi-Media and Education
RE/MAX International, Inc.
5075 S. Syracuse Street
Denver, CO 80237-2712

Re: John Gualtieri, Head Coach
Real Estate Champions, Inc.

Dear Tom:

Clarity, Competency and Contribution are three traits that I have seen in John Gualtieri since I have been work with him. I began working with John in the summer of 2007. It has been an excellent use of my resources, both time and money.

John has brought clarity to my real estate practice and has helped me keep my "eye on the ball" even as things have distracted me over the past few years. (There have been plenty of distractions). The coaching process that I have experienced has taken me to a new level of competency in my practice. Having been in the real estate business for 20+ years John's real world practical knowledge shows and is a valuable asset to his coaching clients.

Results. 2008 & 2009 have been great years in the real estate business for me. I made the Platinum Club both years and was ranked in the top 25 in the Pennsylvania and Delaware region of RE/MAX. The results speak for themselves.

To sum up I will and have recommended John as a coach to others. Not only does he talk the talk but he also walks the walk.

Sincerely,

Tom Smeland, ABR, SRES
Associate Broker
RE/MAX Action Realty

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