

**Kenneth E Guard**  
**1195 SW Morning Star Gln.**  
**Fort White, FL 32038**  
**239-939-9292 / 1-800-741-2890**  
[kenguard@kennetheguard.com](mailto:kenguard@kennetheguard.com)

Mark Alexander  
347 New River Drive East #1905  
Fort Lauderdale, FL 33301

March 22, 2024

Dear Mark:

I want to take this opportunity to thank you for your recent sale of our four investment properties in Florida and North Carolina.

When we met back around 1990 I recognized your high level of energy and attention to detail in your real estate brokerage activities when I sold your listing of the dentist's office building in Fort Myers to one of my clients. Since then I watched you develop a national practice and a stable of investors. I came in contact with a few of your clients who always spoke highly of you. Over the years your advice and expertise have been invaluable to me.

Although I am a real estate broker myself, with over 50 years of experience and somewhere around 1,000 transactions under my belt, I knew that at age 78, without current expertise in internet or national marketing I could not sell my four investment properties in Florida and North Carolina. You did an incredible job marketing to potential buyers and other brokers around the US. Your patience and diligence sure paid off for me and my partner. I was not surprised that you sold one property to one of your regular investors. I was surprised that you found a buyer in Gainesville for our property in Trenton. Your relentless marketing paid off for us and for you.

Your national program to bring our properties to the attention of other brokers brought us the other two buyers we needed. Your negotiating skill got us very good prices and terms on all four properties. Our target was to sell all four within 12 months starting December 1<sup>st</sup>. You did it all in four months. Amazing.

You are one of the most professional and dependable real estate brokers I have ever known, and I've know many. Back in the 1980's I was president of two subsidiaries of a real estate company that had 33 offices and 1300 agents. None could outshine you. Anyone who engages you in their real estate transactions should consider themselves fortunate to have the very best real estate services available anywhere.

Sincerely,



Kenneth E. Guard