

Wallpapers to go®

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August 17, 1999
Mr. David Clark
17325 Branden Terrace
Hagerstown, MD 21740

Dear David,

Please use this letter as needed to introduce yourself to customers and businesses in your new area. It has been my pleasure to know you and work with you over the last 11 years and I would be happy to answer any questions they may have about your professional wallpapering resume.

Since meeting you in 1988, I have used you as a resource to install all types of wallcoverings, not only in my clients homes, but also in my own residences. In every instance, your workmanship and skills were excellent. You can always be relied upon to show up on time and complete a project within the schedule and at the cost quoted. You treated your clients and mine with respect and you left every job with a guarantee. Because of this your business thrived on referrals and additional work.

In many cases, I used your knowledge and craftsmanship to assist my clients who were either "do it yourselfers" or who had hired another installer. You helped a great many folks resolve their problems and you were always available to answer questions for my staff and customers. You conducted clinics in my store and helped train my staff on wall preparation and other technical aspects of this industry.

While I wish you great success in your new endeavors and in your new home, I would be delighted to have you return to this area and fill the void created with your relocation.

Best wishes,



Nina Zettinger
President