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January 6, 2011

Crystal Anderson
CCIM of Virginia
638 Independence Parkway
Suite 100
Chesapeake, VA 23320

Re: Karl Wagner Scholarship

Dear Crystal:

I wanted to take a moment and thank the Virginia Chapter of the CCIM for awarding me the 2011 Karl Wagner Scholarship. It is an honor to receive it, and I look forward to putting it to good use.

I believe strongly that continuing education is critical to being successful and serving my clients to the best of my ability. CCIM is the best program out there to help me do this for the following reasons: First, it shows clients and colleagues that I am serious about becoming the best in the industry, which rigorous training (both initial and ongoing) to ensure I can represent myself in the most competent, professional manner. Second, I think the CCIM designation will set me apart from others in the field without the designation, giving me a competitive advantage in my career. Finally, I believe that when you align yourself with an organization such as CCIM that is industry leading and challenges members with high standards, it makes you a better person, both professionally and personally.

Again, thank you for helping me achieve my goals!

Sincerely,

A handwritten signature in black ink that reads "Paul Eakin". The signature is written in a cursive, flowing style.

Paul Eakin
Commercial Sales and Leasing