

## Vince Lombardo

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**From:** John L. Stanfill (B)  
**Sent:** Monday, November 03, 2008 1:01 PM  
**To:** All Sales  
**Subject:** FW: Costar - thank you - NAI Cummins

Please see below.

We have an unbelievable retail product that we don't sell enough of – go sell it and take care of your clients. This guy will be a client for life.

Job well done Vince!

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**From:** debrakaplan4320@msn.com [mailto:debrakaplan4320@msn.com] **On Behalf Of** Debra Kaplan  
**Sent:** Monday, November 03, 2008 11:21 AM  
**To:** Vince Lombardo  
**Subject:** RE: Costar - thank you...

Vince,

Thanks so much for the one on one training and guiding me through the amazing Co Star product.

You can tell when a salesperson is excited and passionate about their product and you are! I am looking forward to utilizing Co Star to my full selling advantage. The demographics', traffic counts and ability to identify designated businesses in a geographic area are exactly the kind of tool (s) that I need to deliver great results to my retail clients.

Please feel free to use me as reference ( well I'm not sure I want to help my competitors!) and continue to stay passionate about Co Star.

Best regards,

Debra Kaplan

**Debra Kaplan, REALTOR Business Development**  
Mobile: 330/328-5594

View my listings at: <http://showcase.costar.com/b/commercial-real-estate/Debra-Kaplan/4636684>

11/3/2008