

Cheryl Black  
Black, Brown, Lanier & Jackson  
10329 San Pablo Avenue  
El Cerrito, CA 94530

Dear Cheryl Black:

I have helped **Scott and Cathy Poling of Poling & Poling Law** and I can help you too. As Scott and Cathy's real estate agent, I have assisted them with many probate transactions and have saved them so much in time and money during the sale of their clients' homes that they gave me permission to use their names in my letter to you.

I realize that you may already be working with a real estate agent, but if your needs should change, I would appreciate the opportunity to meet with you to discuss how I could be of assistance in your clients' probate real estate transactions.

I have sold residential properties in Central Contra Cost County for over 18 years and am one of the area's top producers. Many clients and colleagues have told me that I am one of the most professional, knowledgeable and efficient realtors with whom they have ever worked.

I will call you in the next two weeks to discuss whether or not you have an immediate need for my services or if you know of another attorney who could benefit from my expertise.

I look forward to speaking with you.

Sincerely,

Sandy Gross  
Diablo Realty