

Quest Development, Inc.

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To Whom It May Concern:

As I think back over the past 9 months that Tony Kovach has been with Quest Development I have to reflect on how much our company has accomplished in this short period of time. My goal has always been for my company to have a good image with our current residents and also the public. This is not always easy to accomplish or maintain but when I talked with Tony before I contracted him, he laid out a plan that took my breath away. Tony orchestrated a plan to attract the best buyer/resident and retain them. Here's a snapshot of Tony's accomplishments and contributions to Quest:

- Developed a full scope marketing campaign which included classified ads, image ads, community events, articles in local and national publications, videos and Internet marketing
- Started and trained a commission sales team from scratch which continues to build momentum. Keep in mind our firm has some 300 MHs occupied on 400 MH sites, and limited budgets. Still we have now *closed* 45 sales – not leases, as some are struggling to get to fill sites and get rent meter's rolling again - but rather, *sales from a 'rookie' sales team!* We have a pipeline of future business! You know this result far exceeds national MH norms or local MH firm's sales;
- Helped train our community managers which is critical to maintaining good running communities and retaining residents;
- Started a construction crew to recondition pre-owned homes at a cost from start to finish well below normal contractor prices – our homes are the best ever and we get more for them;
- Within weeks of arrival, filled homes long vacant, setting Quest sales records, increasing our cash flow and profits;
- And much more! In our seminar business, filling key commercial & SF vacancies, MHs, etc.

What I watched Tony do successfully for two years with neighboring Asset Development owned MHCs, he's duplicating for Quest! Tony is an absolute joy to work with as he is always solution oriented, up beat and positive which is refreshing to have in the organization. Tony is honest, trustworthy and extremely dedicated to his work and my company. We are a small firm with limited resources, but we've done the most through Tony's work and planning possible. As our agreement's time is winding down, I know Tony will move on to a firm that can fully realize their potential through his creative and energetic work. Tony will be sincerely *missed*.

Kindest Regards,

Jerry Hoganson
President



A management company

with Commercial, Single Family and Manufactured Home Community interests.