



A.I.M.

**Alliance International
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Kirby Totty

1407 East Olive Dr. SE
Huntsville, AL 35801

RE: Web Site

Dear Kirby;

Thanks for taking time to explain your new marketing efforts and the referral process you will implement soon. Its a great idea to combine your years of experience and contacts with the experience and contacts of your best clients and associates.

As I reflect on all the business we have worked on together in the past 20+ years, it is amazing to me that I still have almost all of those clients today. Every Aircraft Appraisal you did for us was accepted by the insurance companies without question. The aircraft you researched and located for my clients fit them exactly. Not-to-mention, almost every referral I received from you is still with us and they refer business to me as well.

If there is any way you would consider involving me in this exclusive group of service oriented, multi-faceted and knowledgeable group of professionals, I would certainly be honored to participate and contribute. If we all have the same work-ethic as you do, it will be tough to compete with us on any level.

Thanks again for your invitation.

Kind Regards,

Bruce A. Peltier

President