

Mr. Wayne Barnes

Dear Wayne:

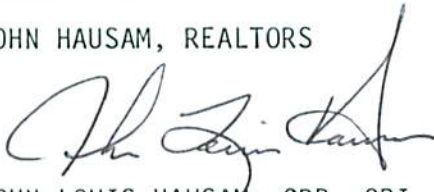
My most sincere congratulations to you for your outstanding sales record in 1998! Your accomplishments established you in 18th place in earnings among our Sales Associates.

Successful Real Estate Sales Performance always earns its own reward; to it I would only wish to add my commendation for a job well done this past year!

Only by perseverance in day-to-day listing, showing, selling and related activities can one achieve what you have. Again, my most sincere congratulations and I truly hope 1999 will prove to be an even better year for you!

Sincerely,

JOHN HAUSAM, REALTORS



JOHN LOUIS HAUSAM, CRB, GRI  
PRESIDENT

JLH:cc

