

CENTURY 21

St. Augustine Properties, Inc.



904.797.6000 | 904.471.2100

c21staug.com | c21atthebeach.com

To whom it may concern,

I have personally known Chuck Zitsman for well over a decade. Most recently, Chuck approached our company with an idea for a hyper-local magazine named Estate Life of St. Augustine (ELSA) and we collaborated on how to make the magazine successful. We provided him with sponsors (advertisers) and provided him with an office at our Century 21 company where he could make calls and meet with sponsors.

In no time, Chuck had enough sponsors to make the magazine happen and we started to collaborate on content. He even provided sample articles related to our business to help complete the magazine's content.

We know that the magazine is a hit with the recipients yet we also have gotten business out of it as a result. We recently got a \$1.5M listing from a reader and now have it under contract. Our sponsors not only get business and recommendations from our Century 21 team but they obviously get business from our readers as well.

If I were to recommend Chuck to anyone it would be because his attitude is to create a win-win scenario for all involved and he is diligent and organized in making things happen.

A handwritten signature in blue ink, appearing to read 'Dirk Schroeder', with a long, sweeping underline that extends to the right.

Dirk Schroeder, Broker/Owner