

ETHAN ALLEN

May 31, 2024

TO: Who it May Concern

RE: Smart Furniture Promotions

Robert and Lisa Putt

Beginning on February 14th, 2024 and continuing through mid-May 2024, I conducted a retirement sale of my Ethan Allen store in Albuquerque, NM. After a forty-three-year association with Ethan Allen Inc. both in Fort Worth and Albuquerque it was time to bring this chapter of my life to a close.

I had known for several years that when the time came, I wanted to use Smart Furniture Promotions if the situation arose when a store sell off was necessary. I had been in semi-annual contact with a representative of the company. Robert and Lisa Putt from Florida helped me conduct the liquidation of the merchandise. We began working prior to the beginning of the sale by phone and they arrived on site one week prior to the beginning of the event.

They were very professional and a delight to work with. The staff, while understandably pensive, grew to trust them and we all became one team trying to accomplish the same goal of selling off the inventory. The sale goal, that being one year of annual store sales was met, and the final advertising budget came in under their initial projection. A small portion of merchandise was left but since I had sold my building to Good Will Industries — I left the remaining items on site and donated them to Good Will.

I have been through a couple of these events from moving to building a new facility and they are never fun, but Robert and Lisa made this retirement sale the best it could have been. As I told them when they were ready to leave, 'We not only accomplished all of our goals but I made two new friends. '



Jim Stokes

President

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