



Continental
MANAGEMENT

January 27, 2014

To Whom It May Concern:

We have had the pleasure of working with the Smart Apartment Solutions team in conjunction with our Leadership Conference in June of 2013. We partnered in developing a Fair Housing Training Video to be used at our Annual Leadership Conference. Basically, Megan Orser and Dawn Ford developed the scripts for the various scenarios and produced the video, including editing. We were able to complete the filming of 13 scenarios in just a single day. We provided the locations and volunteers for the video scenes and they provided the rest. I have to say the training piece turned out better than we had hoped and was a huge success with the subjects being covered. The project came off well and under budget. Fair Housing is a serious subject, but we were able to laugh a little and be entertained while maintaining focus on the learning objectives. This was largely to their credit. They were creative and flexible and fun to work with. They exceeded my expectations. We recommend them for whatever training needs you may have.

Sincerely,

Gary R. Offenbacher, CPM
Executive Vice President
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