

Ms. Jo-Anne Bertelli

Re/Max Preferred Realty

I wanted to take the time to thank you for all of the help, guidance and personal assistance you provided to me and my family during the recent selling of our home with you.

Being a sales professional myself I have higher than normal expectations of the service I should receive from any sales professional I am dealing with, especially with something as personal as selling my home. I have to tell you that you not only met but exceeded my expectations.

From day one you understood the value of our home and were able to communicate this to prospective buyers. During the time our home was on the market I was commuting to another city Monday to Friday as well as travelling internationally. Your dedication to keeping me informed on the status of every visit, regardless of where I was is extremely appreciated.

From your well thought out marketing plan, professional service, constant communication with me and my wife went above and beyond our expectations. We are very pleased to have dealt with someone who always considered our needs when dealing with us and potential clients. I have no doubt that without you we would not have sold our house as quick as we did while achieving the sales target we had given you.

I wish you much success in your career and if you're every need a reference you have one with my wife and me for life. Thank you once again for making a potentially complicated situation smooth, efficient and professional.

Sincerely,

Ron & Carol Biddle

To Whom It May Concern:

It is with great pleasure that I write this letter of recommendation for JoAnne Bertelli – Real Estate Agent with Re/Max. My father introduced me and my siblings to JoAnne approximately four years ago. He had asked if we would consider using them when the family home would be sold.

Throughout the last three years we have met numerous real estate agents in our quest to find someone that we felt comfortable dealing with. And so, our journey with JoAnne began...

We had numerous conversations with JoAnne in the six months leading up to the sale of the family home. We had asked that JoAnne follow up with us every two weeks to discuss our progress. She provided valuable information when we needed assistance. We were so impressed by her professionalism!

During this very stressful time for the family, her professionalism in carrying out her responsibilities as our agent went beyond reproach. . . . Her attention to all the details, responding to our many phone calls, and keeping us abreast of everything that was happening certainly took a lot of the pressure off us.

From the beginning we experienced top-notch realty expertise, from the real estate documents, the beautiful photos and flyer, and the updated online statistics indicating how many times our house had been visited. We were very pleased with the manner in which our home was listed, presented and shown to prospective buyers.

Everything went smoothly and we therefore, highly recommend JoAnne Bertelli for any real estate need.

We met JoAnne on a business level, and we have developed a friendship that will continue for many years.

Sincerely,

The Zanette Family

*Eleonore Zanette*

*Family*

August, 2011

### Recommendation Letter

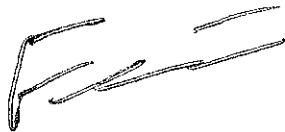
For the future home buyer, I strongly recommend Jo-Anne Bertelli and Roy Bertelli of ReMax to be your agent.

This summer, when we were buying a new home, Jo-Anne was the sales agent and Roy was our buyer agent. During the process, we felt Jo-Anne and Roy were very responsible to the customers. Their professionalism and business ethics gave us a deep impression. As the agents, they gave us many conveniences by showing us the house many times, negotiating properly with the home owner, explaining the process and documents clearly, demonstrating the operations of the facilities in the house and recommending the home inspector, mortgage agent and lawyer. The transaction is very smooth.

We are very satisfied with their service. We love the new home very much. Thanks again to Jo-Anne and Roy for the excellent work they did for us.



Dan Zhu



Fei Wu

The sale/purchase of a home is for most the largest asset transaction anyone will encounter. However, with the proper guidance, help and professional advice it can be a most rewarding experience as well.

Joanne Bertelli has all of these qualifications to enact and complete this process with ease!

Her many years of experience in real estate, as well as her honed people skills, place her at the top, in her field of work.

She takes on each sale/purchase as if it were her own. Her passion and commitment to the job is obvious from your first time meeting with her, right on through closing a deal. You become a "team" member with her every step of the way. Her communication skills are outstanding.

We look forward to working with Joanne for any future real estate needs of our own and will continue to sing her praise to family and friends.

Regards,

Susan & Wayne Talbot  
Tecumseh, On

To whom it may concern:

We would highly recommend Joanne as a real estate agent. We were first time home buyers and Joanne helped us every step of the way. Buying a house is one of the biggest decisions in life and Joanne made this time less stressful and exciting for us. She was always available for any questions we had big or small.

Joanne gave us many pointers as first time buyers as to what to look for in our first home, from location, size, resale value etc... Joanne was very honest with us when shopping around for homes, which was very important to us as first time home buyers. We like to call Joanne our real estate mom because she truly took our best interests to heart and went above and beyond for us.

We love our new home and thank Joanne for helping us with the most important purchase in our life so far! We really appreciate everything she has done for us.

Sincerely,

Cassandra and Shawn

Would like to take this opportunity to share how pleased we were in our relationship with Jo-Ann Bertelli when we contacted her to sell our Amherstburg condo in the Fall of 2009.

It was a good relationship from first meeting, even though she insisted that I remove all the pictures of our beautiful grandchildren from my refrigerator. I did so reluctantly, only to admit to her afterwards that it was right to remove clutter that is of no interest to anyone but the owner.

We met, we discussed protocol and made plans and before we knew it at the first open house someone had come close to making a decision.

I do not think we could possibly have been as successful had we not had her expertise, and the friendship that evolved as a result of the good experience was an added bonus.

Thank you Jo-Anne for all that you did for us, because right after it was sold and the deal closed we looked at each other and said: "great.....now where do we go"?

Several months later when we had to remedy that situation it took no time at all until she helped us decide what the next stage of our lives should be....high-rise condo on the waterfront....and she was so right. She made the best deal possible for us and we are thoroughly enjoying the choice she helped us make. It was right for us and she knew it all along. (One very sharp lady)!

Madelyn and Arthur Weingarden

**Jo-Anne Bertelli**  
**ReMax Reality**

August 15, 2011

**Highly Recommended**

We highly recommend Jo-Anne Bertelli to anyone selling or buying a property. Our house was listed and sold in a very short interval of time.

What impressed us most about Jo-Anne was her ability to see a house and make recommendations for the seller to have the best showings possible. She gave us numerous improvement and staging ideas to make our house presentable.

As sellers, she kept us up to date on all of our showings, successful or not, and was very detailed oriented. We felt like having a live communication with her during the whole process.

Jo-Anne always offered us very genuine and honest advice to all our questions with high level of integrity.

We found Jo-Anne very honest and professional in her job.

Sincerely,

Harbind & Sandeep Chahal

Jo-Anne Bertelli

Re: Sale of 567 Compton Ct.

June 10, 2011

Jo-Anne Bertelli from ReMax Realty was the listing agent that sold our house. Our house was listed and was sold within 10 days for more than the asking price. Services offered by Jo-Anne included:

- Pre-listing inspection
- Improvement ideas
- Staging ideas
- Identified all of the advertising strategies that would be utilized upon listing
- Reviewed details about the house, along with comparitor pricing in order to price the house properly
- Offered objective advise when questions were asked
- Worked diligently and openly to avoid any potential conflict of interest
- Extremely high level of intergrity
- Communication, communication, communication

Jo-Anne will be recommended to all of our family and friends.

Yours truly,

Handwritten signatures of Giovanni and Michelle Castellano. The signature on the left is 'G. Castellano' and the signature on the right is 'Michelle Castellano'.

Giovanni & Michelle Castellano



To Whom It May Concern

To Whom It May Concern

I am writing to express my gratitude with Jo-Anne Bertelli as a realtor. Her experiences, knowledge and professionalism were like a life line to me. During a time of personal changes and tough economics, Jo-Anne was there taking care of all my questions and solving my problems. We have had various condos and homes that each needed special circumstance to sell. Some places just needed a coat of paint, some needed to be furnished to help the buyer picture the potential. Each time it worked and everyone appreciated the details.

JoAnne also helped me to sell my parents place. To sell a home that you have lived in for 50 years, takes a special person to not only get you the best deal, but make it as simple and as little stress as possible. We followed her advice and the house sold in two weeks after listing.

I want to sincerely thank her for her hard work and efforts. I feel blessed to have her in my corner knowing if I ever needed her again she would step up to any challenge.

Thank you once again

Stephanie

# ROSATI

## GROUP

EST. 1969

To Whom It May Concern:

It is with enthusiasm and enjoyment that we are writing to support Joanne Bertelli.

Joanne has listed and sold several of our properties. Her energetic eagerness coupled with her genuine interest in satisfying our needs was displayed each and every time.

Joanne is consistent, dedicated, cheerful and passionate about her work. Her feedback is always positive and she strives to achieve the highest results.

We were impressed by Joanne's commitment to excellence and would most definitely recommend her whole heartedly!

Yours Truly,

Vince and Olivia Rosati

\*6555 Malden Road, Windsor, Ontario, Canada N9H 1T5\*phone(519)734-6511\*fax(519)734-7872\*www.rosatigroup.com\*

**BUILDING THE FUTURE**

To whom it may concern:

JoAnne Bertelli is a professional with the skills to list, sell, and satisfy her clients. She pays great attention to all the details to have a successful conclusion. I highly recommend her for any real estate needs.

She sold my father's home and I was extremely pleased with the services she provided.

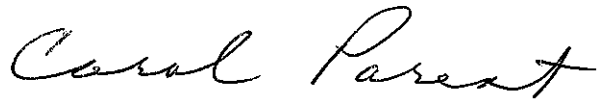
A handwritten signature in cursive script that reads "Carol Parent". The ink is black and the signature is fluid and legible.

Carol Parent

To whom it may concern:

Roy Bertelli sold a commercial property and a lot for me. He spent a great deal of time and effort in overseeing the property. Everything was handled with integrity and professionalism. He cares about his clients and is dedicated in getting the job done.

I highly recommend him.

A handwritten signature in cursive script that reads "Carol Parent". The signature is written in black ink and is positioned below the text "I highly recommend him."

Carol Parent

I wanted to write to extend my thanks to you for your professional handling of the sale of our house. You were very accomdative to our schedules which we appreciated very much. Thank you for drumming up interest quickly and getting us an offer before the house was even on the MLS site. Most importantly, thank you for the guidance you provided on the offers we received. I am glad we had your years of experience guiding this large transaction for us.

Thank you for the great job in having our house sold in a couple of weeks, this greatly relieved a lot of our stress.

All the best in the future and I will be recommending you to those who need assistance with their house finding and selling needs.

Regards,

David Bailey

**Dear Jo-Anne**

**Barb and I would like to take this opportunity to thank you for your dedication and commitment, which resulted in the sale of our home in record time.**

**From day one you exhibited the professionalism and enthusiasm it takes to realize a sale in these tough economic times. Your no nonsense step by step approach gave us the information we needed to come up with a realistic sale price for our home based on location, condition and economic factors at the time. We were surprised with the behind – the – scenes effort on your part to get the client traffic through our home and to get an offer that we eventually accepted before we ever had an advertised OPEN house.**

**We appreciated everything you did on our behalf to get our home sold. With a new house under construction at the time it was nice to know that we were in good hands and did not have to worry about the sale of our current house and could concentrate on the building of our new home.**

**Sincerely**

**Cort & Barbara Windibank**

La Salle, Ontario.

April 28, 2021.

To Whom It May Concern,

This is a sincere and honest recommendation of Mrs. Bertelli's skill and expertise in matters of sales of properties..

She has acquired a thorough a complete knowledge of legal requirements and technicalities.

Needs and wants of future properties are recognized and respected.

It was a pleasure to work with her.

Sincerely,

P.B.