



Holy Cross Church

345 SEVENTH STREET
BUFFALO, NEW YORK 14201

June 27, 1991

Mr. Jack Kearns
Kearns & Associates
Ellicott Sq. Bldg.
Suite 947
Buffalo, NY 14203

Dear Jack,

I should have heard the words from you, "I told you so," but, you are such a gentleman that you would never say them to me. I was sceptical that we could reach the goal you suggested and said was possible. What a shock this experience has been when we reached our goal \$150,000 and surpassed it by over one-third.

When our Parish Council looked at our problems and came to the conclusion that the only way to tackle them was by a captial fund drive, I had my doubts. I thought that we might raise about \$75,000 if we were lucky.

You made a fine presentation to our committee and made our people believe that they could reach the goal. Your organizational plan and abilities were the key to success. You guided us every step of the way and had everything in place exactly when things had to be done.

And so, I say "Thank You." You made me a believer. I have recommended you to my fellow pastors who are contemplating a fund drive and I will continue to do so. Your plan and execution really work. But, most of all, it was a pleasure to work with you and I truly appreciate your patience, integrity, honesty and management skills.

I wish you every success in the future.

Sincerely,


Rev. Paul R. Bossi
Pastor