



Holy Family Church

2729 Center Road

Poland, Ohio 44514

Phone (216) 757-1545

July 7, 1997

Kearns & Associates
3959 Orchard Park Road
Orchard Park, New York 14127

Dear Mr. Kearns,

I want to express my appreciation for the excellent work in enabling us to raise a total of \$2.64 million to fund the building of our new church. Our two campaigns were back to back as you suggested. The first campaign netted \$1.8 million and the second campaign has raised \$840 thousand. We are continuing to receive donations from the most recent campaign.

I greatly appreciated your insights on the organizing of the campaign and the rapport you established with the parishioners. You were able to motivate them with understanding and able to answer their questions with clarity.

Another positive aspect of your work is your follow-through. You continue to advise us and the follow-up program that you left us is excellent allowing us not only to follow up on pledges but contacting new parishioners after they have settled into parish life at Holy Family.

There are also advantages to a small company. You know who you are getting as a campaign director and the fund drive is personally tailored to your needs.

Thanking you for your assistance, I am

Sincerely yours,

Rev. Philip P. Conley, D.Min.,
Pastor, Holy Family Church