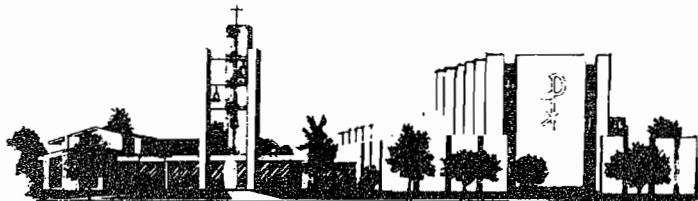


Church  
of  
Saint  
Joseph



12700 PEARL ROAD • STRONGSVILLE, OHIO 44136-3484 • (440) 238-5555

Mr. Jack Kearns  
3959 North Buffalo Road  
Orchard Park, NY 14127

March 22, 2005

Dear Jack,

As we complete our church campaign with your company, I would like to thank you, and especially our "man on site" Bill Grant, and the people of Kearns and Associates for the very successful Renovation Campaign at St. Joseph Church.

The key reasons we chose your company were 1) Bill Grant, and 2) your use of Home Visitors as part of your program. The person who actually runs the campaign makes all the difference, and we had a wonderful experience with Bill. I worked well with him, and our workers liked him (which was not true of the man in our previous campaign!). He is low-key, and can make the "ask" clearly without being too "forward." We worked well together as a team as we held the individual appointments, and also the parish receptions. He took a very personal interest in people, beyond the financial.

The volunteer visitors also were well organized by Bill and had their role. We added an "evangelization" piece to the pledge seeking, and were very pleased that our Home Visitors had generally good experiences of meeting fellow parishioners, and even ministering to them at times. This is what I had hoped for.

Our "Renovation" program was not simple, because we proposed mainly to change and update a church and sanctuary which people came to love and get "used to" since 1965. So it was not an easy sell. Some people had objections to our changing some things, and a few to our changing anything! In spite of that, our Campaign goal of \$1.3 million is well in sight. We began in December 2004, and as of today, we have pledges totalling over \$1, 160,000 from 635 families, with cash received totalling almost \$290,000. And we still have a good number of viable prospects to contact, and hear from as a result of our final mail appeal.

Bill was also enjoyable to share faith and ministry with, and he stayed at the rectory during the Campaign, so we were able to spend time sharing. I also appreciated the background and gifts Bill has to explain to people some of the benefits of giving, including the way to give stocks and other investments, and "in kind" donations.

I am grateful for your professional assistance, and hope you can be with us as Bishop Pilla re-dedicates our newly renovated church on March 19, 2006 at the noon Mass.

Sincerely, in Christ,

A handwritten signature in cursive script that reads "Fr. Bob Sanson".

Rev. Robert J. Sanson