



July 30, 2014

To whom it may concern,

The purpose of the following is to provide a summary of our evaluations of the following courses: "Microsoft Outlook E-Marketing Strategies for Real Estate," "Get Back to Work or Get Out!" and "Working in the Cloud." The courses and the instructor (Mark Porter) have been evaluated by the students in attendance and by our education staff members who have either participated in the courses, or who have observed the courses on one or more occasions when Mark has taught in Kansas. Mark has taught courses in our GRI Program for several years, and earlier this year, he taught CRS courses for a special event that we co-sponsored with the Kansas CRS Chapter.

CRS and GRI designees have taken Mark's courses along with other experienced real estate professionals, as well as people who have been licensed for less than one year. Literally everyone has confirmed that Mark's courses provide the perspectives, the information, and the skills in specific and carefully selected categories of knowledge that REALTORS® really do need.

The information in each course is sequenced and presented in a manner that brings everyone into the material, and it allows every student to leave at the end of the day with far more than they were even hoping for, regardless of their previous knowledge level. Mark's courses empower real estate professionals to not only do what they have always wished they could do, but they also teach them how to do the things they would never have thought to do.

This is the kind of information REALTORS® must have to build their businesses, effectively employ marketing tools and strategies, and truly serve the needs of today's clients. Thanks to Mark Porter, it's finally being taught in a way that matches the way people think and learn.

I am routinely contacted by other REALTOR® Associations for instructor recommendations. Mark Porter is the only real estate technology instructor I recommend. I give these courses, and Mark Porter, my absolute highest recommendation. Please feel free to contact me with any questions you may have.

Sincerely,  
Rod McIntyre, Ph.D.  
Vice-President of Program Development  
Kansas Association of REALTORS®  
800-366-0069, ext. 2131