



UNDERGRADUATE SCHOOL
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AcademyOfArtCollege
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ADVERTISING
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GRAPHIC DESIGN
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PHOTOGRAPHY

October 13, 2003

Adele Zierler
Sotheby's International Realty
San Francisco Brokerage
117 Greenwich Street
San Francisco, CA 94111

Dear Adele:

I am writing this letter to thank you for your ongoing efforts in locating properties that meet the needs of the Academy of Art College. Not only do I appreciate your diligence and perseverance as you search, but you always seem to ask us the right questions. As a result the properties you present to us are very often exactly what we need. You've never shown us something just to show it, or just to make a sale, and I find this refreshing and commendable in a real estate agent.

I would also like to thank you for your willingness to approach properties that are not the market: your resourcefulness has found us a few gems over the years. Once again, thank you for your continued assistance, and I look forward to doing business with you in the future.

Sincerely yours,

Dr. Elisa Stephens
Academy of Art College, President