



Outside is fun again.

September 1, 2016

Kensington Company
185 Roslyn Road
Roslyn Heights, NY 11577

Dear Ken and Stuart,

It is with great pleasure and sincere gratitude that I send you this letter. Last summer we were able to completely sell out the Long Island market largely due to your help and four quality candidates placed through your office.

Of those four candidates three are currently listed in the Top 10 New Franchisee List for customer recruitment. Dennis and Melissa Stein are the leaders in New Customer recruitment; Marc Wiener is sixth ranked; and Jason Mastropierro is right behind him at No. 7. We could not be more pleased with their performance and the strength they have shown in growing the Mosquito Joe Brand within the Long Island market. And the season is not over yet!

These rankings are even more impressive when comparing their results to our new franchisees in previous seasons. Our 2016 Class is our strongest class yet and this is not only a testament to the strength of our support team and our powerful brand but it is also a strong indicator that we are getting better at selecting the right people.

Kensington Company has brought us candidates with the right stuff! Ken and Stuart, you know what you are doing and you have proven to be the best in the business. Our only regret is that we do not have more territories for you to help us develop!

All the best,

A handwritten signature in blue ink that reads "Jodi L. Ramoino".

Jodi L. Ramoino
Director of Franchise Development
Mosquito Joe
Virginia Beach, VA