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Franchise Sales
& Development

The Kensington Company hosts the finest, best attended "Meet The Franchisor Event" of any other business broker firm that I have met in my 25 years of speaking at these meetings. More importantly, the attendees are the highest caliber, most sincere individuals who desire to be in business for themselves.

Kudos to Ken Stein, Stuart Levenberg and their associates.

Ken Kindt
President & Founder
Signworld Corporation



Franchise Sales & Development

April 30, 2012

Stuart and Ken:

On behalf of the (expanding!) Great Play team, I want to thank you for your great work finding outstanding candidates to become Great Play franchisees – for both the sale of our corporate unit in Scarsdale, and now for a new unit in Nassau County.

A few things I feel stand out and set you apart in what you do:

You surface strong candidates, but you don't leave it at that. You work diligently in the background throughout the process to keep things on track and to facilitate critically important communication among the parties to make sure nothing goes wrong that doesn't have to.

You are straightforward, honest and you do not push the wrong fit. You recognize that this will be a long term relationship for us with the franchisees, and you are not trying to just push us to "make a sale" or for the franchisee to get into something that isn't right for them.

However, once it is clear to everyone that it is a good fit, you are also able to drive the process and keep all parties (buyer, seller and attorneys) on track to get to a timely close. In both instances we have been working against challenging time deadlines and you have been instrumental in making sure we hit them.

And finally, you truly are a pleasure to work with!

Many thanks and best regards,

Keith Camhi
CEO



Outside is fun again.

September 1, 2016

Kensington Company
185 Roslyn Road
Roslyn Heights, NY 11577

Franchise Sales &
Development

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,

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



Franchise Sales & Development

- Atlanta
- Baltimore
- Boca Raton
- Boston
- Central Coast, CA
- Central CT
- Central NJ
- Charleston
- Charlotte
- Cherry Hill
- Chicago
- Cincinnati
- Colorado Springs
- Columbia
- Columbus
- Daysana Beach
- Denver
- Fort Myers
- Gainesville
- Greensboro
- Hudson Valley
- Indianapolis
- Jacksonville
- Kansas City
- Las Vegas
- Louisville
- Sarasota
- Memphis
- Miami
- Montreal
- Nashville
- New Hampshire
- Northeast Ohio
- Northern NJ
- Oakland
- Omaha
- Orange County
- Orlando
- Phoenix
- Pittsburgh
- Puget Sound
- Quebec City
- Raleigh
- Rhode Island
- Richmond
- Sacramento
- Salt Lake
- San Diego
- Silicon Valley
- Southern CT
- Spokane
- St. Louis
- Tampa
- Virginia Beach
- Washington DC
- Western Carolinas

Date: July 28, 2006

To: Whom it may concern

From: Jack Lapointe, Founder/Chairman

Subj: LETTER OF RECOMMENDATION: Ken Stein & Stuart Levenberg

Both Ken Stein & Stuart Levenberg from The Kensington Company have been representing JAN-PRO Franchising International with a number of very qualified candidates. We are very appreciative of their outstanding performance and find them to be exceptional among Consultant Franchise Business Brokers.

We started working with Ken and Stuart in early 2006 to begin identifying appropriate Master Franchise Owners that would best fit our business model. Although Ken and Stuart understood the franchise segment of the commercial cleaning industry, they wanted to understand the specifics of our business model. They quickly learned about the industry, the recurring revenues, and specific industry growth that would attract the right candidates.

In a relatively short period of time, they identified six top master prospects. During the courting phase and personal meetings with these very high-quality candidates, they were extremely helpful in guiding us through the pros and cons of each distinctly different prospect and proved invaluable in helping us determine the best fit for us while providing feedback on our own performance.

Don't highlight

During the qualifying process, both Ken and Stuart play a pivotal role in helping to determine the right franchise concept for the right candidate while maintaining a sense of decorum. Throughout the process, we continue to be very impressed with their professionalism, their patience, and perhaps most importantly, their ability to keep things in perspective.

Although we feel that the representation of JAN-PRO by The Kensington Company is an endorsement of our strong management team and successful track record, we know that many candidates might not have been as attracted to us without Ken and Stuart's direct involvement, knowledge and professionalism. If we can be of any further assistance, please do not hesitate to contact me @ 704-243-7036.

Franchise Sales & Development



Harold L. Kestenbaum
Franchise Attorney

To Whom It May Concern:

I am pleased to write this letter of recommendation for Ken Stein and The Kensington Company.

I have known Ken Stein for many years and have yet to become associated with a more ethical salesperson in my career. Not only does he possess the highest ethical standards, but the quality of his work and the work of his employees is impeccable. I would never hesitate to recommend any franchisor client of mine to use their services.

Very truly yours,

Harold L. Kestenbaum
Franchise Attorney



Handwritten: Franchise Sales & Development

From: Lapp, Don G.
Sent: Friday, April 27, 2012 9:04 AM
To: Ken Stein
Cc: Wise, Brook P.
Subject: FW: Express Employment Professionals

Good morning Ken.

I want to take this opportunity to congratulate and thank you for the great Meet the Zor event on Thursday, April 26, 2012. It was by far the best planned and organized MIZ that I have attended. The quality of attendees with whom I spoke was excellent, and we have several strong leads to pursue.

Handwritten: (Franchise Event)

Express is a great franchise model, and as a former owner for 12 years, I can attest to the ability to own your business, but not be in business alone. The ability to achieve income and lifestyle expectations and to build something of value to liquidate in the future is achievable at Express by owning a single franchise.

We look forward to working with you and your team in the future. Let's build the Express name on Long Island!

All the best to you.

Respectfully,

Don Lapp
VP - Northeast Zone
Office: 215-340-1278; Cell: 941-799-1488

www.expressfranchising.com/usa - watch our new video!

www.expresspros.com