



5500 NE 109<sup>th</sup> CT Ste C  
Vancouver, WA 98662

To whom this may concern:

When thinking of an intermediary in a business transfer, many words come to mind to describe the attributes of Ray Hanson and his company PragmaVentures, Inc. Here are a few:

The company that Ray founded in 1993 is a complete business brokerage model that one should adhere to when one may think of doing the same.

Ray is a team builder. In business transfers, it takes a team of trained *professionals* in an organization to get the job done. PVI runs on all cylinders vis a vis the PVI associates; working on accounts all of the time to ensure success. The PVI team also builds the team concept when working with their clients and their professionals.

Ray is dedicated to continuing education. He provides all of the associates with the *training* and tools of knowledge of all facets of business transfers to make sure all parties are satisfied with valuation, marketing, qualification, discretion until finalization of the process is completed. PVI, without fail, provides for their associates weekly sales meetings, training at the meetings, and internal accountability measures to ensure the desired results needed, to do transactions for their clients.

PVI is the epitome of complete *cooperation* in any transaction, willing to work with all parties involved. I can attest to this, as the Broker of Associated Business Brokers who has worked directly with PragmaVentures, Inc.

What more could a business owner want in an intermediary other than very **cooperative trained professionals** to transfer your business to the new owners that you are satisfied with; that can take your business to the next step and provide you a comfort level that you should expect.

Patrick D. Sumpter, CBC  
Managing Director and Designated Broker  
Associated Business Brokers, LLC

P.S. When Ray Hanson asked me to write this letter, I was very honored and excited to do so.