Radu & Dana Grigore

(403) 990-3786 · cgrigore@cirrealty.ca

October 5, 2020

Letter of Recommendation for Mr. Mike Santiago

Mike Santiago, business consultant, has asked us to write a letter of recommendation on his behalf, and it is with much enthusiasm that we do so.

In 2019, we were looking to sell our insurance brokerage, and hired Mr. Santiago based on several recommendations from respected industry members. He came highly recommended and has extensive knowledge and experience in the insurance industry, and in business consulting.

Mr. Santiago was an indispensable asset in the sale of our brokerage, ensuring maximum profits, a smooth transaction, and on-time closing. Not only are his negotiating skills spot-on, but he also possesses the vision and analytical skills required to assess the worth of a business, forecast possible trouble spots, and resolve potential issues in formative stages ahead of time. To say that Mike was a key factor in the successful sale and on-time closing is an understatement.

We had a preferred closing date in mind, and Mr. Santiago quickly brought us a couple of good offers from qualified purchasers, and explained the details of each possible avenue with the pros and cons of each. He is an excellent communicator; whenever we had any questions or concerns, he was only a phone call or email away, listened to our concerns, and addressed them in a calm and informative fashion, putting our minds at rest every time.

Thanks to Mr. Santiago's hard work and attention to detail, we sold our brokerage for more than we expected, and with the exact closing date we hoped for.

Given his expertise in the industry, attention to detail, and exemplary work ethic, I have no doubt that you will find Mr. Santiago to be an invaluable part of your business ventures, and we highly recommend him to anyone looking to buy or sell an insurance brokerage.

Sincerely,

eTA4OSvtSyvfXqRxTD+6Kg==

Radu Cristian Grigore
Westwinds Insurance Inc.

EtfktehJaBFMNHxbtJ/6Gg==

Dana Grigore
Westwinds Insurance Inc.