

I remember the first time I met with Mike long before I was ever thinking about selling our brokerage.

I told him that I really didn't see any value in what he did, and I certainly was not going to pay a percentage of my selling price to have his service. I believed I knew people in the industry, I knew my business and I certainly knew what we were worth.

Fast forward to the day I was approached to sell and was provided the requirements to move forward. It was at that time that three words popped into my mind about Mike Santiago..." I was wrong".

I brought Mike in from that time forward and never looked back. His professionalism, depth of knowledge and complete focus was obvious. He worked on getting us the best evaluation possible by shining a light on our business in a way I never could.

The amount of work he did was staggering and when the deal was finished, I was more than happy to hand over a cheque for a job extremely well done.

Mike is 100% a quality person with unwavering integrity and a genuine interest in people's success.

After all was done, one of the unexpected benefits of this whole experience is, I now consider Mike Santiago a very good friend.

If you have further questions you would like answered, please feel free to contact me anytime. Mike has all my contact information and I would welcome your call

Sincerely,



Gerry Baert

Former Owner and President

BlueCircle Insurance Ltd.