



**Lillian L. Smith**  
GRI, CRS, ABR

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Dear Jeff:

I've spent a lot of time reflecting on the ideas we discussed in our consultation session in December. The observations you shared with me about space management made a real impact on my thinking. I have taken steps to organize my work spaces including cleaning out my car. Your book on the subject has many excellent suggestions for managing space and subsequently managing time for greater efficiency.

I'm working on several of the P.R. ideas. I've written one article. Do you have a list of newspapers in the area or know how I can acquire this list?

By the way, I received the Platinum Award from Re/Max International -- one of 20 given in the Carolinas. I will be inducted into the Re/Max Hall of Fame in early March. This is a lifetime production award. I completed the year as 11th. in the Carolinas. I want to finish higher next year. I want to implement many of your ideas to help me to move to that higher production level.

Sincerely yours,

Lillian Smith

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