

Hi Kim,

Many thanks for spending so much time with Cath and myself yesterday. We were extremely impressed with the quality of the apartments you showed us and the attention to detail which has gone into every aspect of Churchill's "Retirement Living" facilities.

Most impressive, however, was your kind patience and understanding of our fears in facing the daunting task of making such a move at this stage of our lives - having acquired such an enormous amount of "stuff" in over 64 years. To have the help that you outlined, in order to achieve the end result of a move to one of your apartments, is a huge step in overcoming the stressful problem - particularly at our time of life.

After reading through the literature and apartment plans you gave us, we have come to the position of asking you to reserve apartment 12 for us, which would seem to be most appropriate for our needs and manageable from a financial point of view. We appreciated and took into account the very sound advice you gave us in finally fixing our mind on this particular apartment.

Finally, it just remains for me to thank you again for your kindness and courtesy. We both feel that you will be with us every step of the way in reaching our final objective - which should lead to a very pleasant and fuller retirement for both of us.

Kindest regards,

Ted Beaumont