September 22, 2022

To Whom It May Concern:

What can I say about Ed Roach? Well, actually quite a bit.

I was introduced to Ed when my sister-in-law asked me to look at specifics of a business she had interest in buying. Ed was the broker representing the Seller. I contacted his office, signed the necessary releases and received the package. Ultimately, we decided to purchase the business as a family.

As first time business buyers, we had more than the sophisticated buyers number of questions on everything, and as I said, as I family business -- with six investors/owners, we had six peoples worth of questions.

Ed always answered every question and never got impatient with us as we slowly moved from considering the deal to making an offer, through obtaining financing, hiring an attorney, completing contracts, due diligence and finally purchase. He never once made me feel like I was asking too much of him with all my requests, questions or pleas for assistance.

He did much more than just his job getting our deal to completion. He acted with great integrity and personality. I never EVER felt I was dealing with someone trying to get through the deal just for a commission, but rather someone who was genuinely interested in the business and seeing that it was purchased by people who would make the most of it.

He has been tireless, kind, friendly and direct.

I would gladly work with him again on another deal.

Feel free to contact me for more information.

Sincerely,

Jacquelin Altobelli

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201-394-9952