

# *A personal letter from Joe*

*Dear Valued Client:*

It has been an awesome 25 years and I would like to thank all of you for your confidence, support and for being there when it counted.

My dad was a great believer in putting back into the community where you live and work; a pillar of integrity. He was without a doubt, the most influential role model in my life. Along with his encouragement and that of my friends, I have become very involved in the community of West Seneca. I was motivated to become involved in the West Seneca Chamber, West Seneca Rotary, DECA, and to be a part of Strategic Planning for West Seneca Schools. *Thanks for giving me the opportunity to serve my community.*



I have so many great clients who have been with me from the start, who continue to come back, and who continue to send their friends, family, and fellow business associates. Thanks to you and your demand for service and better products; I have had the opportunity to meet some very outstanding and very ethical business executives. We have grown together and as your needs became greater, I made sure that I went that extra mile just to deliver what you wanted and expected. *Thanks for giving me the opportunity to serve you.*

You all know how proud I am of my family and how supportive they have been. Having my own business has allowed me to make most football, basketball, tennis, soccer, track, volleyball, and baseball games during those high school and college years. On the other hand, it also meant that I had to work many evenings, weekends and holidays. I know now that they understand the reason for my total commitment. It's a delight to now have Betsy, Patrick and Jeff all working with me; we are still hoping that Jennifer and Greg will soon come on board. It's the ultimate compliment to have clients want to do business with our firm because of the leadership and the examples of my children. The most memorable example was a few years ago when a new client scheduled in. His son was on Patrick's summer baseball team and made this comment to his dad: "He's the finest human being I have ever known." The parents have become wonderful clients and friends because of this. *Special thanks to Betsy, the kids, and everyone they associate with for always being there for me.*

As I look back, I don't know where the years have gone, but I do know that I have enjoyed building the business and look forward to even more expansion in the future. I love what I do and as long as I have your continued support, I'm good for at least another 25 years.....maybe then I'll take weekends off!! ☺

A handwritten signature in black ink, appearing to read "Joe". The signature is written in a cursive style with a large, looping initial "J" and a smaller "oe" following.