



Marion Wannenberg

Properties cc

29 March 2011

Colin @ Datatrac
Per email

Dear Colin,

A recent skype session with you has prompted this letter. Forgive me the long story but it has to be told for you to understand my appreciation.

I started my company with a dinosaur computer and a telephone line. Everytime I had to send or receive a fax I got into my car and drove 4km to the nearest Postnet office to do business.

With no start up capital to pay the professionals, any agent who started small like me will know what I mean when I say I was all things to all people.

With my business growing steadily, I really did not have the time to do my Trust Account cash book and ledgers on a regular basis and every year found myself missing many opportunities to earn money while I sat balancing the books manually.

I think it was sometime in 2008 when I received an email brochure from your company. You patiently took me through the whole Datatrac system but I decided not to come on board immediately as I was completing the last of four years studies for my diploma. I felt it was too much to study for finals and have to learn a new system.

In September 2009 I was diagnosed with cancer, I quickly got rid of the cancer with 3 operations in one and was back in the office January 2010.

Back at my desk, still recovering from being half slaughtered, missing a few internal organs, contemplating the fact that I was still all things to all people was when I had my "AHA" Datatrac moment.

The reason I told the above story is so you can realize that before Datatrac, because I did everything myself, my excel bookkeeping system was unprofessional, my website was outdated, my work way behind and my clients in all probability feeling like they were a burden.

Within 7 days of contacting you my system was up and running and I must say,
Because of Datatrac my "homemade" image is now highly professional.
Because of Datatrac I have landlords singing my praises and the referrals are pouring in.
Because of Datatrac I am now able to employ people to do what I don't don't feel like doing.
Because of Datatrac I am able to see at a glance where I am with any one of my clients.
Because of Datatrac I am able to spend time with my family and friends.
Because of Datatrac I feel the Real Estate Industry will become one which will be respected.
In fact, I feel the Real Estate Industry "will be" because of Datatrac.

Sole Member: MARION WANNENBERG
74 Tiverton Road, Plumstead 7800, Cape Town
Reg No.: 2002/080181/23
Tel: 021 762 2795 Fax: 086 546 0853 Mobile: 084 371 7386
e-mail: marionwannenberg@telkomsa.net
www.mwproperties.co.za

When on our skype session previously mentioned I realized just what it is you guys do. I realized that you are also all things to all people, and because of the Datatrac system in place, you are able to do it without any one of your clients knowing that you are in fact doing 10 things at any one time, thus making each client feel important.

It was at that moment that I realized the true value of the Datatrac system.

My thanks to you and your team for making me look good.

Yours faithfully

Marion Wannenberg
CEA, MIEA, NDIP REAL ESTATE
CANDIDATE VALUER

Sole Member: MARION WANNENBERG
74 Tiverton Road, Plumstead 7800, Cape Town
Reg No.: 2002/080181/23
Tel: 021 762 2795 Fax: 086 546 0853 Mobile: 084 371 7386
e-mail: marionwannenberg@telkomsa.net
www.mwproperties.co.za