



Ss. Robert & William Catholic Parish

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July 23, 2018

Mr. Jack Kearns  
3959 North Buffalo Road  
Orchard Park, NY 14127

Dear Jack,

I wanted to thank you and Patrick for all you did to make our campaign, *Honor our Past - Fund our Future*, such a success. Many people thought we could not do it but, through your company and especially Patrick Martino, we were very successful in achieving our \$2,000,000 goal. Our parish community will forever be in debt to John Kearns & Associates for helping us to succeed.

We interviewed several companies, but your company stood out because of your personal touch and your willingness to consistently meet with us in person and address all of our questions and concerns. You were professional and competent in these meetings. Second your willingness to tailor the campaign to our own unique circumstances was much appreciated. You were just not selling us a "canned program". Finally, your Catholic spirituality and approach made me feel very comfortable in moving the campaign forward.

The campaign solicitation period was so well done by Patrick. He took care of every detail and helped my staff and volunteers know exactly what to do to move the campaign forward. He was a great "cheerleader" for me and helped me to do what I had to do to raise the funds. He gave 110% each day and always made himself available to us. He was very easy to work with and fit in well in the life of the parish.

While it is never easy to ask people for money, Patrick made it as comfortable as possible and really helped it be framed in the mission of the campaign and the parish as a whole. I highly recommend your company to anyone who asks me. If I have to do a campaign in the future, your company would be the first considered to partner with.

Be assured of my prayers and appreciation always.

Peace,

Rev. John D Betters  
Pastor

We are Ss. Robert & William Catholic Parish!