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Your American Family Agent

*SECURITIES OFFERED THROUGH AMERICAN FAMILY SECURITIES, LLC

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REGISTERED REPRESENTATIVE AMERICAN FAMILY SECURITIES, LLC

Re: Craig Williamson recommendation

I first met Mr. Craig Williamson in 1996 when we both worked in a commercial real estate firm in Des Moines, Iowa. This was my first sales position and Craig had been in the business for a couple of years prior to that. Any one who has been exposed to the world of real estate knows that it is a very competitive environment where most of the successful agents will not help new people for fear of losing out on any deal that might be out there.

Luckily for me Craig did not share this vision of life. He helped me navigate the world of real estate sales and sales in general which has benefited me in my sales career and in my insurance agency to this day.

Craig has approached every business transaction the same way for as long as I have known him. He believed in the "win-win negotiating" strategy long before any books were written about it. Basically he knows that if everybody gets something out of a deal, the repeat business, good will and referrals more than make up for any short term minor loss (if any) on anyone's part.

Craig has started and succeeded in every business he has focused on since I have known him.

Commercial real estate, low income tax credit projects, luxury condo's and even a brief stint as the cyber sheriff on the radio in San Diego, California. His ability to look at a situation and see the best route for long term success is very unique. This ability along with his work ethic makes him a valuable asset to any organization.

I am proud to have known Craig over the past 21 years and can provide any additional information that you may need upon request.

Sincerely,

[Handwritten signature of Kirk Vanek]

Kirk Vanek

Kirk Vanek Agency



THE AMERICAN CUP