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The Score Foundation  
1760 Old Meadow Rd.  
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McLean, Va. 22102

As the President and Founder of several automotive dealerships, dating back to 1985, I chose to bring in Ms. Suzuki in to assist in developing our business practices based on strong industry recommendations. Ms. Suzuki has been working with my dealerships for three years now and has educated my personnel in understanding what it takes to remain a strong player in this technology influenced business world.

In our present economic climate, leveraging technology and people are crucial for my longevity. Ms. Suzuki's company has taken our internet sales to a whole new level. Simply stated, without the knowledge of how to meet the expectations of today's buyers and to be able to transition from old tried and true practices to a more modern approach, the business would fail over time. My team, along with myself, have implemented her training strategies and have begun to see the positive impact in our communities by offering our customers an improved way of purchasing an automobile. Her ability to instruct is delivered with passion, conviction and in such a way that is truly effective. Her unique style and ability has changed our employee's lives both professionally and personally.

My reputation as a long standing member of the business community is in direct correlation to my ability to take care of customers. Miss Suzuki keeps me in touch with the ever changing electronic world and the process adjustments necessary to offer my customers the conveniences they want. I am truly impressed with her ability to connect to a diverse group of individuals and motivate and inspire them to a higher level of performance. Equally impressive is her drive and passion for developing her business and watching it grow under the most challenging economic conditions. A true testament to the service she delivers.

It is important to recognize how important auto dealerships are to a state, city and community. We have been long time supporters of the Bobby Mitchell Hall of Fame Golf Classic, the newly formed Joan Hisaoka Make a Difference Gala, as well as many other local causes. We contribute a significant amount of tax revenue for our cities thus enabling our youth the opportunities for a future. It is critical for our communities as well as businesses like mine that we have a company to partner with, like e-Dealer Solutions.

Sincerely yours,  
Richard Patterson