



Augmentative
Communication &
Technology Services



Marilyn Jean Buzolich, Ph.D., CCC-SLP
mjbuz@acts-at.com

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Amy Cole, MBA, MAMI, CBI, CBB, CMAP
M&A Advisor, Certified Business Broker
2010 Crow Canyon Place #100
San Ramon, CA 94583

Dear Amy,

I wanted to write this letter to express my sincere gratitude for the tremendous job you did helping me sell my practice A.C.T.S. to the best possible buyers. The experience so far during this transition has been nothing short of fantastic. I don't have a shred of doubt and haven't looked back once. I am looking forward to supporting Ascend and helping A.C.T.S continue to grow over the next few years.

I first reached out to you more than a year and a half ago for a valuation of my practice. After that I was eager to sign you on as my business broker. I knew very little about this process, but you were patient in educating me all along the way. I fully own that I pushed back hard and frequently but you were able to take that and move me forward (despite me getting in my own way). Now, more than ever I can reflect on how hard the process was for me and without you I would have bailed multiple times.

I had my doubts early on that you could sell a very niche specialty practice such as mine without knowing more about it. What surprised me was how quickly you caught on and understood more than I gave you credit for. During our tough meetings I witnessed you working on my behalf again and again. You also had your eye out for potential problems and navigated around and away from them. I hope you know that I will always look back on this and appreciate how hard you worked for me.

Amy, you have a very hard job and I admire you for being able to work under so much pressure. You are one strong, competent professional. I will certainly pass your name on to other business owners that are looking to sell their companies here in the San Francisco Bay Area.

Marilyn J. Buzolich, Ph.D.
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A.C.T.S.