

**FRUM
DEVELOPMENT
GROUP**

**Unit 27A, Brookside Mall
435 Brookside Drive
Fredericton, N.B.
(506) 458-9038
(506) 450-3747 - Fax**

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It is with pleasure that I advise that in conjunction with the local Chamber of Commerce I recently engaged Mr. Roy Prevost to facilitate a workshop on prospering with the Big Box Retailer.

This was a 3 hour seminar where Mr. Prevost outlined how to insure your business thrived while not trying to directly compete with the big box stores.

As the Landlord of a shopping center where Wal- Mart is building a new store across the street we found our merchants were fearful of the unknown. Roy clearly identified this unknown and showed my retailers how to continue to prosper.

All participants were very motivated and encouraged by the information provided and I would not hesitate to recommend this workshop for any shopping center landlord, whether or not new competition is coming to town. The examples and success stories talked about showed retailers how to be the best at what they do regardless of the competition and should be introduced into every retailers operation.

Please do not hesitate to call me with any questions you may have in this regard.

Yours truly,

**Tim Woods
Regional Manager- Eastern Properties
Frum Development Group
506-458-9038**