

# George C. Jalil

## Letter of Recommendation

January 25, 2020

To Whom It May Concern:

This letter serves as a personal and professional recommendation for Mr. Roman Bokeria. I have known Roman since July 2012 when he began working as District Sales Manager for Real Living First Service Realty's Aventura office. As his direct supervisor, I placed Roman in charge of supervising over 100 real estate agents, and responsible for their professional development. Immediately he began training each agent as he helped to increase their individual production. This took time, patience, and great skill as a manager and leader. He steadily grew the office and improved its overall performance.

It was apparent to me as I made periodic visits to Roman's office that his agents respected him, and were willing to follow his example in order to be successful. Roman also displayed a great ability to use novel team-building methods to foster a close-knit winning mindset. I remember, he would ask his agents to volunteer and meet him on the beach early in the morning to do exercise and calisthenics. He would explain to me how this helped to clear their minds and think positive thoughts and bring up new ideas to implement in their business.

Naturally, the agents were thrilled that their manager and leader would care so much about their wellbeing. It truly amazed me. He was by far our greatest District Sales Manager. Moreover, Roman was exceptional at managing the operational budget for the Aventura office, making sure all procurement and expenditures were analyzed and approved for their maximum efficiency.

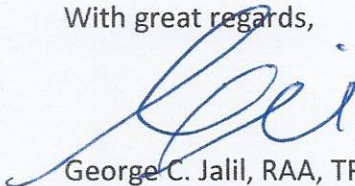
The natural progression for a gifted professional such as Roman was to pass his Florida Real Estate Brokers License and open his own real estate company named Red Box Realty. From the beginning, Red Box Realty was breaking sales records and quickly became one of the top companies in Sunny Ilse, Florida. Although Roman's company was a competitor of ours, our friendship grew as well as our professional relationship.

Soon after, I recommended Roman to apply to the prestigious Florida Association of Realtors as a director and to the Miami Association of Realtors for the position of Governor. He served these two associations with great pride and wisdom. The Miami Association has over 50,000 members and the Florida Association of Realtors has over 196,000 members.

It would be a great understatement to say that when Roman moved back to his beautiful home country of Georgia, Florida and Miami Realtors lost a great champion. On a personal note, Roman is a man of great honor, integrity, and high moral standing. I am deeply honored and thankful to have him as a close friend, and I am delighted to give him my highest endorsement and recommendation.

Please feel free to email or call me personally to further discuss Roman.

With great regards,

A handwritten signature in blue ink, appearing to read 'G. Jalil', is positioned above the printed name.

George C. Jalil, RAA, TRC

Broker-President

Miami Association of Realtors 2018 Chairman of the Board

Miami Association of Realtors 2020 Treasurer

Fl. Association of Realtors State Director

Fl. Association of Realtors Honor Society

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