

2/6/2017

Superman
C/O Cynthia Rowden
Bereskin and Parr
Scotia Plaza, 40 King Street West, 40th Floor,
Toronto, Ontario
M5H 3Y2

Your File.: 8147-OT9476CA00

Dear Superman;

You seem nervous my friend? Are you worried our correspondence will stop once this is over? Fear not ... we were neighbours in Smallville (aka Cloverdale, BC) and we're Superheros. I'm not your Kryptonite. I'm your friend and neighbour.

Talking about being superhero friends and neighbours. Your last email was surprising to me because it sounds like you won't commit to abandoning your opposition to my using the words 'Real Estate Superhero'? Really Superman ... you should know that any negotiation has to be win-win otherwise it's not negotiation. Did you know that one of my superhero powers is negotiation? I represent both buyers and sellers to get the best selling price possible.

I can recall many situations that you have been in with Villains where you had to use your wise negotiation skills with the likes of Lex Luthor. I'm not villain or foe Superman, but a Real Estate Superhero ... friend and former neighbour. Why don't you at least meet me half way? I'll leave you to think about that ... *friend!*

On the issue of changes to my superhero shield. While I can appreciate that you want answers faster than a speeding bullet (you've always been quick to rush into things). My real estate superhero powers include being thoughtful, meticulous and careful. I must also remind you that I'm doing this as a good will gesture between Superheros and don't wish to be 'rushed' into hasty decisions. My superhero team should have something to show you shortly. For now I've attached a sketch in this letter our comic artist did. We are making '*Vantastic*' progress!

You know what I don't get Superman is why you are picking on me when there are so many others Real Estate agents using Superman's name and image in this town that you do not pursue. Here I am, a unique Superhero called Captain Vancouver and you come after me? What

gives? Well I have to say it does give my ego a boost because obviously, you see me as a threat while the others ... not so much. They are not the class act I am! I share your frustration Superman for there have been many who have tried to copy me. Every time I come up with a unique look and phrase there are 10 Realtors who try to catch a ride on my coat tail. For example, I came up with the phrase, "Sell Faster for More Money." Now everyone in this town is using it. There is no originality these days! People think they can just put on a pair of tights and call themselves Superman whenever they feel like it. It's not right is it! Ok well enough for now. Looking forward to corresponding further!

Yours Truly,

The Man of Sales ...

Captain Vancouver

Captain Vancouver.com
Real Estate Superhero!





