

~Celebrating 10 Years~

# C RAGAN C AMPELLONE & ASSOCIATES

A Full Service Advertising Agency

MAY 10, 2000

JIM & HILDEGARD SCOTT  
LASER CENTER OF FLORIDA  
4550 PALMETTO AVENUE  
WINTER PARK, FL 32792

DEAR JIM & HILDEGARD:

I BEGAN SHAVING MY LEGS WHEN I WAS 11 YEARS OLD. PEER PRESSURE MADE ME DO IT AND AT THE TIME, NO ONE COULD HAVE TALKED ME OUT OF IT.

OVER THE NEXT TWENTY YEARS, SHAVING ULTIMATELY BECAME A NIGHTMARISH CHORE THAT I GREW TO HATE. I CAN'T TELL YOU HOW MANY TIMES I WANTED TO WEAR SHORTS AND COULDN'T BECAUSE OF RAZOR BURN AND STUBBLE, OR HOW I SUFFERED WITH INGROWN HAIRS AND INFECTED CUTS.

AND OF COURSE, NO ONE TOLD ME IT WOULD GROW BACK STIFF AND COARSE OR THAT THE HAIR WOULD INCREASE AND THICKEN WITH EVERY SHAVE.

I TRIED EVERYTHING - ELECTRIC RAZORS, CREMES, WAXING, TRACK 2 BLADES, EPILADY, TWEEZING...I EVEN SAW A DOCTOR ABOUT TAKING MEDICATION TO SLOW DOWN HAIR GROWTH. NOTHING WORKED.

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JIM & HILDEGARD

NOT ONLY DO THE TREATMENTS WORK PHYSICALLY,  
BUT MENTALLY I FEEL BETTER BECAUSE I KNOW I  
LOOK BETTER.

MY ONLY REGRET IS THAT THE LASER WASN'T  
AVAILABLE YEARS AGO.

MY NIECE JESSICA WILL BE 13 THIS MONTH, (SHE WAS  
PRESSURED INTO SHAVING AT 12) AND WILL BEGIN  
TREATMENTS OVER THE SUMMER. BY THE TIME SHE  
IS OLD ENOUGH TO DATE, HER LEGS WILL BE  
PERFECT!

IN CLOSING, PLEASE TELL MY STORY TO ANY AND ALL  
OF YOUR CLIENTS WHO ARE ON THE FENCE ABOUT  
THE PROCEDURE. IT WORKS. IT WORKS. IT WORKS!  
THEY WILL NEVER REGRET THEIR DECISION TO HAVE  
UNWANTED HAIR PERMANENTLY REMOVED.

THANKS FOR GIVING MY LEGS A NEW LEASE ON LIFE!

BEST REGARDS.

A handwritten signature in black ink, appearing to read "Rae Anne Campellone". The signature is fluid and cursive, with a large initial "R" and "A".

RAE ANNE CAMPELLONE

Lisa Ann Smith  
136 Wyndham Drive  
Winter Haven, FL. 33884

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**Lisa Ann Smith**

**November 29, 2001**

Laser Centers of Florida  
4550 Palmetto Ave.  
Suite 103  
Winter Park, FL. 32792

Dear Hildegard Scott:

I am compelled to write and thank you and the Laser Centers of Florida for the wonderful treatment you performed on me.

The entire hair removal process was everything I hoped it would be. The laser (Candela GentleLASE) was safe and pain free. Purchasing the package of 3 proved to be cost effective and timed so that all treatments handled my needs.

As you know we worked on many areas (under arms, legs, and bikini hair line) and they are all now "hair free."

It's now three years since I have purchased or used a razor blade and I couldn't be happier.

I highly encourage anyone thinking of this treatment to move forward. It's truly a great investment!

Thank you.

Sincerely,



Lisa Ann Smith

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*Make It A Great Day!*

