



40 Years of Excellence

June 17, 2013

Ursula Mentjes

Dear Ursula,

Thank you for your outstanding presentation to our sales team on last week.

I was very pleased with your content, your direct approach, and your ability to connect with our group. Having a seasoned and experienced sales force such as ours, I have found that it is sometimes difficult to find topics to inspire them. You connected with them in a simple and practical method of sharing the truth about being in sales.

I believe your points hit "home" with many of them, and I am more than pleased that many signed up for the sales camp.

Thank you so much for inspiring our group.

Sincerely,

A handwritten signature in blue ink that reads "Mike Diaz". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Mike Diaz
President/Broker