



October 8, 2014

Ms. Ursula Mentjes  
Sales Coach Now

Dear Ms. Mentjes:

Thank you so much for the outstanding Sales Camp training program you conducted recently in Bakersfield!

The feedback we have received has been extremely positive, as are the class evaluations completed by the attendees. My follow up conversations with Morgan Clayton, CEO of program sponsor Tel-Tec Security Systems, Inc., have also been positive as his employees reported a great experience. One employee even went back to the office after the training session to make sales calls using what he had learned. Morgan was quite impressed since it was the end of the day!

We are planning to follow up with the attendees at the three- and six-month intervals to see how they have been able to implement what they've used and what success they're having.

We are also going to make a concerted effort here at the Chamber to put the techniques into practice!

I wanted to pass along the results of the evaluations, so that you could see the great feedback for yourself!

We will keep in touch with Morgan regarding his promise to bring you back and hope that you will consider returning to Bakersfield for Sales Camp, Part Two.

In the meantime, thanks again for the outstanding training program and I wish you continued success!

Sincerely,

A handwritten signature in blue ink that reads "Cynthia D. Pollard".

Cynthia D. Pollard  
President and CEO

Attachment: course evaluation

**Greater Bakersfield Chamber of Commerce**  
*Your Partner in Business*