



Mr. Bob Janet
2720 Bent Oak Dr.
Matthews, NC 28104

Dear Bob:

What a difference just a few weeks can make! Before we found you, our sales team was floundering. After just eight sessions with you, I ask myself "Who are these aggressive, confident, prepared sales people?" And, thanks to your sales training and consulting, I can happily say, "They are us!"

Because the experience level of our sales team varied from years to days, I was especially impressed by your ability to connect at their individual levels. The way you took your proven sales and marketing techniques and turned them into fresh new ideas customized for our needs is helping us reach the higher levels of sales and profits we desire. And the process for all was fun and, more importantly, financially rewarding for all.

Like it or not, we consider you a true "TRIPper" now and a permanent member of our sales and marketing team. We are already excited about continuing to learn more selling skills and techniques during our next series of sessions with you. I hope you will be with us forever!

Warm regards and many thanks,

Mary Margaret Traxler
President