

Dear Mark:

We are well on our way with the TRAINONE program that we purchased from you and just want to give you the most wonderful feedback that we are experiencing. The program is adding immense value to new sales reps as well as senior reps who thought they may not need more training! I am delighted that we decided to go ahead! Not only is it affecting our bottom line but it's contributing to the overall skills and motivation of the company. We have made progress in understanding sales better and especially on how the individual impacts on sales results.

We have grown and prospered only because we found some great companies like you who gave us loyal support along the way.

So this is a thank-you note—for coming to see us and introducing us to the wonderful TRAIINGURU program. The future looks bright, and we want to acknowledge your contribution to this rosy outlook. "Preciate it!"

Sincerely,



Roxanne Mancini
Business Unit Manager