

Paul Johnson  
Panache and Systems 149  
Azalea Chase Drive  
Suwanee, GA 30024

Dear Paul,

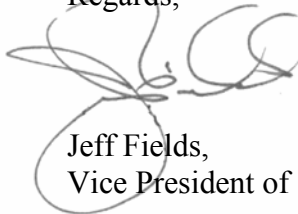
As we bring your latest work assignment to a close, I want to compliment you on the job you've done for us.

It's great that we were able to entrust you to work directly with our clients as well as our staff. As a result, you were able to secure over \$100,000 in business that we wouldn't have without your efforts. As an extension of that, we are delighted that you were able to secure for us, testimonials from our clients. Testimonial letters from our current clients make it easier for our salespeople to sell new accounts.

The training that you provided for our sales staff was outstanding. Your well-prepared message was right on target, and that message was reinforced by a full set of training aids and materials. Our salespeople left here with everything they needed right under their arms.

Whether in a consulting or training role, you always seem to quickly grasp the situation at hand and work diligently toward resolution. Your expertise in the software business and high-tech selling makes you a valuable resource for us. We all appreciate the job you have done and look forward to working with you again in the future.

Regards,



Jeff Fields,  
Vice President of Sales