May 22, 2006

Mr. Andy Gole
Bombadil LLC
P.O. Box 637
Martinsville, NJ 08836

Dear Andy,

Just wanted to drop you a note expressing my appreciation (and Jim's too), for the help you have given the Chamber with it's selling program. We really like your idea of finding the "hidden gold" in our organization and making it easy for the prospect to see it. You showed us an easy way for getting "engagement" with the prospect, which had an immediate positive impact on my getting more appointments and closing more sales. You made it easy for me, by writing scripts and letters.

Although we've just started applying your methods, I can already see sales are up 20%!

You also had an inspiring new idea for a product for the Chamber - we are now exploring its feasibility.

I would be glad to be a reference for you.

Yours sincerely,

Vice President