



**Ted Lansing
CORPORATION**

8501 Sanford Drive
P.O. Box 9489
Richmond, VA 23228
(804) 268-8893
1-800-768-5782
FAX: (804) 262-7554

D. SCOTT JORDAN
Executive Vice President

Mr. James D. Murphy ("Murph")
Afterburner Seminars
9015 Bethel Road
Gainesville, GA 30506

Dear Jim:

Just a quick note to let you know how much we enjoyed the Afterburner Seminar you and your guys did for us last week. It was the highlight of our meeting. We have had various speakers and seminars over the last 20 years, but none as invigorating and as on target as yours.

As you know, we have a very aggressive group of salesguys that are tough to keep involved for more than 15 minutes. You guys kept them on the edge of their seats for 4 ½ hours. We are already experiencing some of the benefit of your seminar. You guys are not cheap, however you gave us the best value and BANG for our bucks.

Thanks again and we look forward to working with your organization again in the future.

Cordially,

Scott Jordan