



March 18, 2005

Tony Enrico
Vice President
Optime International
30021 Tomas Street, Suite 300
Rancho Santa Margarita, CA
92688

Dear Tony,

Thank you for your exceptional job delivering the Sales Championship™, to our organization last month in Kansas City, MO. The energy, application to our current business needs and level of detailed feedback was outstanding.

The Sales Championship™ is a very unique and innovative approach to helping organizations stretch, learn and grow. I was very impressed with the insight provided regarding our sales organization's strengths and opportunities areas. In particular, having the senior leadership team serve as "customers" was extremely beneficial. It was amazing how much I learned about a number of our sales team members by having them "call" on me!

The team was equally pleased with the programs deliverables considering 95% of participants rated the program as the most engaging, inspiring and powerful sales training they have ever experienced.

I am looking forward to speaking with you in April and continuing our ongoing partnership. Thank you again for your dedication to improving our sales team and helping us move the next level of performance.

Sincerely,

A handwritten signature in blue ink, appearing to read "Dean Erlandson", is written over a light blue horizontal line.

Dean Erlandson
Vice President of Sales

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