



January 30, 2007

Mr. Don Yaeger  
One Eighty Consulting  
413 North Meridan Street  
Tallahassee, FL 32301

Dear Don:

Thanks so much for speaking at our regional sales meeting. It was a treat for the entire team to hear your discussion on the Characteristics of Greatness and to see both how they exist in great sporting champions and how they can become part of our everyday living.

As a sales leader in a highly competitive selling environment, I particularly enjoyed your encouragement of my team to see themselves as winners from the moment they wake up each morning. That ability to visualize victory, which you illustrated so wonderfully with the story about Pat Riley and the Miami Heat, is the kind of lesson every sales person can make use of. Hearing it from someone with your credentials made it all the more valuable for us.

I speak for all of us when I say that your presentation at this quarterly sales meeting was so well-received that we wish we could have you there at every meeting!

Sincerely,

Paul W. Cropper, Jr.  
Regional Sales Manager