



May 29, 2002

Wendy Weiss  
Weiss Communications  
412 West 25<sup>th</sup> Street  
Suite 2C  
New York, NY 10001

Dear Wendy:

Thank you for conducting the "Mastering the Cold Call" workshop for our kick-off sales meeting earlier this year.

You were informative and entertaining and gave us specific direction on how to nail down appointments with potential new clients. My sales team has always been able to close once they got the face-to-face meeting. We just needed help getting the meeting. You gave us that help and we have reached new heights this year. We have been able to get into so many new accounts and it is no coincidence that we are closing more accounts this year.

We will be calling you again in the future for more training and coaching for our sales team.

Thank you!

Sincerely,

A handwritten signature in black ink, appearing to read "Stephen M. Stolfi", is written over the typed name.

Stephen M. Stolfi  
National Sales Manager

**CCH CORSEARCH**

233 Spring Street  
New York NY 10013  
800 732 7241  
800 872 6275  
800 233 2986 fax

[www.cch-corsearch.com](http://www.cch-corsearch.com)