

November 8, 2002

Ms. Wendy Weiss

Weiss Communications
412 West 25th Street, Suite 2C
New York, NY 10001

re: **Sales Coaching Services**

Dear Wendy,

I want to take this opportunity to let you know how beneficial your services have been to our firm.

Through our brainstorming sessions with you, we have defined our target markets, honed our introductory calling skills to obtain appointments with prospective clients and "revitalized" our sales presentations. This has contributed to the proactive team approach that our marketing staff now employs to develop new business.

In addition, I found your book "Cold Calling for Women" enlightening and informative. I've highly recommended it to many of my associates.

We look forward to a continued working relationship.

Sincerely,

SUBEN/DOUGHERTY PARTNERSHIP



Elaine Suben
Director of Business Development

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cc: Jack M. Suben
Susan Dougherty

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