



February 10, 1999

Dennis R. Kyle
Positive Results
PO Box 361001
Strongsville, OH 44136

Dear Dennis,

Thank you so much for the second training seminar, I got a lot out of it. There are a lot of principals that I can use to assist me in my sales endeavors.

Here is the workbook, I took you at your word that you would like to have it edited and did so. I felt kind of bad that I mentioned it to you, but figured you would like to present as clean a copy to your participants as possible. I didn't mean to find errors when I read it, but since I run two different workshops where I critique and edit the written word, it just seems to happen. I hope that you did not take offense at my suggestion.

Please keep me informed of any seminars that you may be holding in my area. I feel that they are most beneficial to anyone serious about their selling skills. There is never a program that fails to teach me something. I attempt to go to any that I feel may be of benefit to my position with Data 2.

Again, thank you for your presentation, it was informative and entertaining, which is something that is hard to do. I find that when I give readings the public is much more apt to enjoy them if I am serious, yet seem to love what it is I am doing. You take that talent to a high degree of proficiency. I look forward to more classes from you and your company.

Sincerely,

Charlene Villella
Library Sales Manager
DATA2