

# ETHAN ALLEN"

GEORGETOWN MANOR, INC.

Dear Robert:

**On behalf of Ethan Allen of Beaverton, I want to compliment your company, and you on the professional and competent way the Store Remodeling sale was conducted.**

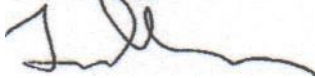
We pride ourselves on our excellent reputation for quality and customer satisfaction and you consistently perpetuated the Image with our customers. Several of our veteran salespeople require some delicate handling and you treated them with kid gloves yet maintaining the necessary authority to conduct our sale successfully.

This is the third time we have hired Robert, and again my compliments for your effective Sales Plan for this type of event.

Thank you for being very Instrumental In making the sale a success. You are an effective motivator and have the right personality for sales and promotions.

I will be happy to speak with any retailer who needs to understand that the Program works. Hiring Robert has been a real pleasure and would highly recommend his program to others.

Sincerely,



Frank Gruen