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John E. Hirth, President  
Selling Dynamics, L.L.C.  
715 W. Algonquin Road  
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John, as always it was good to talk to you.

What's great about your program is that it's a process, a process which can and should be applied to every sales call.

The question I would have for those considering your program is, "Are you happy with your sales volume?" The answer is obvious, no, and we all want to improve!

Your program provides a means to be consistent with every sales call. When I'm having a mentally challenging day, (which is now more frequent than I would like to admit!) I'll review your six steps, Motive, Financial, Decision, Commitment, Information, and Managing Expectations.

Bottom line is this, I have taken 4-5 "sales training" courses. Yours, by far is superior in every aspect. What way do you ask,...results!

Should you have a prospective client that would like to discuss your program from a client's perspective, I would welcome their call.

Very truly yours,

Mark A. Solberg  
VP Sales and Marketing