



3861 Shader Road  
Orlando, Florida 32808

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To Whom It May Concern:

Recently Schenck Company had Darryl Rosen conduct his "Winning with Retailers" workshop with our on-premise sales team.

We absolutely enjoyed his presentation and felt like the theme resonated with our folks given his retailer perspective. A lot of what he shared compliments the Consultative Selling approach that we teach. It was great to have that reinforced by someone that sat on the opposite side of the table for so long.

I recommend you speak to Darryl about his programs.

Sincerely,

Sean Eckhardt  
Vice President of Sales  
Schenck Company<sup>TM</sup>