



September 16, 2002

Mr. Al Kauder
THE OPTIMUM COMPANY, INC.
24 South Olive Street
Suite 201
Waconia, MN 55387

Dear Al,

I wanted to write this letter to share with you my incredible sales results in the year following my attendance at one of your "Track Selling" sales seminars.

This year, from January through August, I have seen my sales increase 45% over the prior year. Your seminar was extremely interesting and educational-providing me an excellent understanding of the "professional" sales process.

For anyone looking to enhance their selling skills and achieve results-whether new to sales or a 20-year veteran-I wholeheartedly recommend your sales seminar. Thank you.

Sincerely,

A handwritten signature in black ink that reads "Howard Polski".

Howard Polski
Business Development