



THE SAFETY GROUP

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Greg,

When we began our participation in the SRS program, we were looking for ways to increase revenue based on our current business platform with the sales team. Through the SRS planning process, we identified and differentiated three unique business silos which lead to planning for an Ontario expansion - which we successfully completed ahead of the proposed schedule due to careful, defined planning the program provided.

With the structure created by the SRS program we have assigned accountability to each of the team member's personal sales goals and targets and developed a quarterly review process to monitor their results and re-establish priorities as needed (based on our plan) all with a continued focus on new revenue growth.

I would highly recommend the SRS program for any company interested in establishing an effective sales management program with a process to re-engage their sales team and drive new revenue growth. The program provided us with opportunities for expansion we had currently not been thinking of.

It has been a pleasure working with you throughout implementation of the SRS program. The team and I look forward to a continued partnership.

Sincerely,

Joe Palmer
President
Profile Solutions Inc.