



February 12, 2009

The MIHI Group  
10 South Front Street, Suite 301  
Belleville, Ontario K8N 2Y3

Attn: Mr. Greg Southorn

Dear Greg,

Since the completion of the SRS Program, our producers are increasingly driven and focused. As a direct consequence of the sales skills presented, our team enjoys prospecting new clients. We have a new keen ability to quickly identify the needs of a prospect and present our solutions in a complete and persuasive manner.

As a result of the tools provided by the SRS Program, we have implemented new procedures, such as the pipeline report, that monitor our sales. Individual sales plans were created for each producer and every member of our sales team has experienced growth in their book of business.

We are so pleased with our strategic meeting template that you assisted us in creating. On a regular basis we are able to quickly cover pertinent issues, and run through our latest numbers. I am also thrilled to report a 43% increase in new business growth in the past year. The results that followed our experience in the SRS Program lead me to offer a full recommendation to anyone who may be considering participating.

Best Regards,

  
Joe DePaepe