



Lloyd Draper  
Executive Vice President

Mr. Barry Wishner  
President  
Proformance  
568 Eleanor Drive  
Woodside, CA 94062

Dear Barry:

Everyone enjoyed your recent presentation for the LandAmerica Annual Managers Meeting.

This is a unique event for our company because of the diversity of the group and our approach to business. You obviously did a great deal of preparation to be able to know so much about our industry, our company and individuals in attendance. The personal touch was greatly appreciated and is rare among speakers I have seen.

Your execution message was one we can all benefit from in both our businesses and personal lives with family and friends. It was a welcome/needed reminder of what we should focus on and how common our challenges are when compared to other companies and individuals. It's good to know we're not alone in struggling to be the best.

Thank you for your excellent start to our meeting and starting the fun for our stay in Las Vegas.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Lloyd Draper', with a long horizontal flourish extending to the right.