

DELL Forwarding, Inc.

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

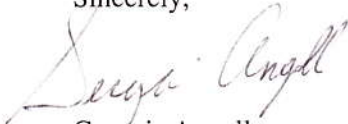
Dear Barry,

I've decided "**No DITWLY**" (avoiding **Did It That Way Last Year**) will be my battle cry going forward. This is just one of the many keepers your shared and I'm sure your "Dare To Be Different" message will be the new mantra in numerous businesses as a result of your program. I am personally motivated from your presentation to look at everything I am doing and ask, is it necessary, and then finding a better way. You filled your program with down to earth business ideas that we can all use.

We couldn't have asked for a better luncheon keynote. You had everyone involved and they were glad to stay and hear your great stories. You were able to get our most senior guy to smile and share with us the biggest changes in the industry in his 40 year experience. It was a touching moment for all of us.

It was easy to see that you have a real gift and love delivering your message. The more passionate you became, the more we joined in the excitement. You knew the audience so well that you were able to call on people by name and share some specific information about their successes and their business which made it a very personal experience for the group.

Sincerely,



Georgia Angell
President
Dell Forwarding
Chairman
HHGFAA (Household Good Forwarders Association of America)

P.S. As remarkable as your presentation was it didn't end there. You personify what it means to care for your client. The thank you letter, articles I could use in my business and "Wishful Tape Measure" you sent remain pleasant reminders of your outstanding presentation and personality. Thank you.