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National Society of Sales Training Executives

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July 1, 1988

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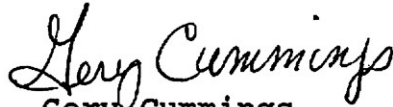
Dear Michael,

You were wonderful, outstanding, remarkable and great. I really can't remember any speaker who handled the members of the NSSTE as well as you did. It was truly a masterful performance and I thank you.

Mike, I've become a devotee of your concepts. After attending your seminar, hearing you again in San Francisco, and reading your book yesterday, I'm convinced you have a truly unique and original message. Sign me up as an enthusiastic reference.

Your book, Present Yourself, will, in my opinion become a classic self-help best seller. I wish we could have afforded to give copies out at the meeting. It's concise, easy to read and full of powerful techniques. You can't miss. I'm sure it will be a big hit.

Sincerely,



Gery Cummings
Chair '88 Summer Meeting