



HURST Jaws of Life
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Dinglee
Hurst
Lukas
Vetter

Mike Hourigan
President
Hourigan and Associates
Charlotte, North Carolina

Dear Mike:

I wanted to take the opportunity to thank you for your participation in our national sales meeting this January in Charleston, South Carolina.

As you are aware, it was important to us that our guest speaker first took the time to understand our business and further develop a program for our needs. I appreciated the fact that you arrived a day early to view our hands-on training session and gain a better perspective of our business. Additionally, we appreciated the sensitivity of our distribution model and your remarks relating to it. It was nice to have a positive, factual presentation that our Regional Sales Managers could relate to. Lastly, we appreciated the humor and candor in your presentation, as the delivery was well accepted by our group.

Please share with your future clients that we at the 'Jaws of Life' would certainly recommend you as a guest speaker; we look forward to future opportunities.

With the best regards, _____

Aaron R. Guenther
Vice President, Sales & Marketing