

3D Technical Services

Instrumentation and Process Control

8/19/2005

Mr. Ken Sweet
Executive Director of Consulting Services
International Profit Associates
1250 Barclay Boulevard
Buffalo Grove, IL 60089

Subject: 3D Technical Services / Project 205584666

Mr. Sweet,

The intent of this letter is to inform you of the quality of services your company has provided.

As a small business owner for the past eight years, my company has grown through repeat business and word of mouth. As we gradually expanded, we reached the point where we had to refuse work. I had found myself at the limit of my managerial skills. Without these skills I was unable to continue the growth of my company.

Your team of Ron LaFourmic, Paul Dumouchelle, and Gerald Anderson helped me immensely in that regard. Today I have in place the systems necessary to effectively manage the expansion. I have learned the proper way to track the finances of my company and how to provide that information to banks for the funding needed for growth. Job descriptions and new procedures have been implemented to free up my time enabling me to concentrate on expanding my customer base. A sales plan has been created and will soon be in full force. Budgets and revenue targets have been developed. Profit projections have been completed (my personal favorite).

To sum all of that up would be to say that I have gained the knowledge, confidence and peace of mind to expand and make this business fun again. I would highly recommend your company to anyone in a situation such as mine.

Sincerely,

Dan Farley
Owner