



1595 Spring Hill Road, Suite 500
Vienna, Virginia 22182

Eric Richardson
President and Chief Executive Officer
Growth Development Associates
4128 Kensington High Street, Suite 100
Naples, Florida 34105

April 19, 2004

Dear Eric,

I wanted to write you a letter to thank you. You have been on my mind because I recently completed the best quarter of my sales career. I will remember the quarter ending March 31, 2004 for a long time. Before entering that quarter, the largest order I ever received was \$1.6 million. On Monday, March 15th, I received an order for \$6.7 million, which is a new personal best by more than 400%. But wait there's more! On Wednesday, March 19th, I received an order for \$26.7 million from the same customer, another personal best by more the 400%.

I am certain the Growth Development Associates (GDA) training I received played a vital role in my success. I have been privileged to attend GDA training through two different employers; the first time was early in my sales career and the second with my current employer. I continue to observe a direct relationship between sales revenue growth and the use of the skills and techniques gained through GDA training.

Thank you for all your help!

Sincerely,

A handwritten signature in blue ink that reads "Marc R. Surette".

Marc R. Surette, Ph.D.
Account Executive