



Dear Frank,

I trust this letter finds you well! I just wanted to drop you a line to once again thank you for bringing the LMI opportunity to my attention. On almost a daily basis I revert back to the systems you helped me develop.

In the last four months I have instilled the benefits of goal setting, and the demonstrated the inherent value found in achieving those goals with my sales staff; who are now performing at a higher level, both personally and professionally. As a manager who wears many hats: team leader, trainer, inventory manager, marketing guru, head hunter, babysitter, display co-coordinator, and finally salesman; managing my time and that of my staff can be difficult! The “my-time” planner is truly an asset for setting reminders, jotting down notes, scheduling daily activities and most importantly deciding which activities I need to do my-self, delegate, or simply re-schedule.

If you recall, setting the initial goals took considerable time and effort. Choosing a business goal of an overall 40% closing ratio sounded great, putting the systems in place to achieve it was another thing; I'm glad I did. Today we are continually adjusting our methodology to adapt to changing conditions. Some weeks we have to work harder to achieve that goal, but it's payed off! Currently we are enjoying higher sales volume through consistent quality follow up procedure. The sales staff is motivated to achieve their goals, which are reflective of my goals. Everybody wins.

I look forward to taking another LMI course soon!

Best Regards.

John Foss  
Sales Manager – Alex Irvine Chevrolet