

Jana D. Stern  
Director, Conventions  
& Conference Planning, PFS

Phone 612) 342-3060  
Toll Free (800) 333-6965  
Fax (612) 372-5761  
Email: jana.stern@reliastar.com

RELIASTAR

ReliaStar Financial  
Corporation  
20 Washington Avenue South  
Minneapolis, MN 55401

Dr. Jeff Salz  
Salz & Associates  
PO Box 918  
Idyllwild CA 92549-0918

Dear Jeff:

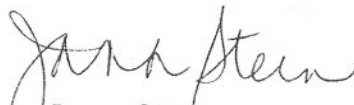
We began our search for a speaker months ago. The criteria was simple: a funny, inspirational South American who can talk about change and motivate agents and their spouses. Oh, and it helps if he/she can mountain climb and do the tango! How about a funny, inspirational *honorary* gaucho who motivates, climbs and tangos? Even better!

Your presentation was so perfect for this group! The gauchos performing right before your presentation on being a gaucho, climbing mountains in... South America!, and changing to the tune of different drummers... having recently been acquired by ING.

You were a big hit, Jeff. I continue to receive positive comments about your presentation from agents, spouses, and our home office associates. I was impressed by the way you interacted enthusiastically with our people and your genuine kindness and caring attitude – and your flexibility with the AV.

Many speakers do not practice the life they speak about...I believe you do. Muchas gracias from all your amigos at ReliaStar.

Best Regards,

  
Jana Stern