

Paul Revere
Insurance Group 

Robert H. Jeffrey, RHU
Vice President
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Mr. Jeff Salz
P. O. Box 918
Idyllwild, CA 92549

Dear Jeff:

"Best I've ever heard" was the resounding acclamation following your presentations to our sales leaders at the Lake Tahoe conferences. Take another deserved bow, Jeff.

Your presentations were truly uplifting and inspirational. Some people would argue that motivational presentations are like Teflon - nothing sticks. Not so in your case! One of our top producers made the remark "He made a difference in my life this morning." And I suspect many felt the same as they left the Tahoe meetings with a much clearer understanding of what we all need to do in these times of constant change if we are to beat the odds and be successful. You delivered that understanding.

I have worked with and listened to many professional speakers in my tenure and I join our attendees in offering you highest acclaim for a most timely and poignant message. I also want to thank you for the special attention you paid to learning about our people and our business environment. That interest and sensitivity made your message all the more meaningful and on target! Beyond that, you're wonderful to work with. One of my favorite speakers once said there are three things top performers do well... "they show up, they show up on time and they show up dressed to play." As elemental as these things seem -- many people underestimate their importance. Your advice left an impression on us. We're going to keep on giving more than we think we can afford. And we'll work some MAGIC.

We feel fortunate that you were available for our meetings, despite the changes in venue along the way. You have an exciting story to share and your powerful and humorous delivery was superb.

Wishing you all the best, Jeff. I'll keep in touch. Should your travels bring you to the Northeast, please get in touch with me -- my home number is 401.333.2595 (address: 10 Oak Hill Drive, Lincoln, RI 02865).

Sincerely,



P.S. I'll be watching for your book.

C: S. B. Gaudreau