



March 14, 2003

Chip Eichelberger, CSP  
745 Bowman Bend Rd.  
Harriman, TN 37748

Dear Chip,

Thank you for an incredible seminar. Your customized approach was powerful and unforgettable! We appreciate your extraordinary effort to understand our business and weave it into your high-energy program. Especially, the board break exercise "Finale". That really hit our personal commitment theme, and was a perfect way to conclude our event. Our people came out of there with high energy, high emotion and the focus we were looking to achieve. They are still doing the little things each day to achieve the success they desire. And "yes" they are still "Switched On" several weeks later!

This was the second time we have had you in two years and we look forward to your return next year. The impact of your presentation was summed up in four words by the President of Bluegreen Communities, Dan Koscher, "That was 'expletive' phenomenal!" Thanks again!

Sincerely,

A handwritten signature in black ink, appearing to read 'D Verani', with a long horizontal flourish extending to the right.

David Verani  
Division President  
Bluegreen Communities