

# ANN ARBOR ANNUITY EXCHANGE

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Mr. Larry Klein  
NF Communications, Inc  
Marketing Systems for Financial Advisors  
1700 North Broadway, #405  
Walnut Creek, CA 94596

To Whom It May Concern:

We had Larry Klein speak at a meeting of our top producers. It's always a concern if larger producers can be taught new marketing approaches. But Larry's talk exceeded our expectations.

His presentation "How to be a Million Dollar Earner" explained at least 5 approaches that our agents do not use. His talk "raised the bar" and added significantly to people who are already successful producers.

We would be lucky to have Larry join us again.

Sincerely,



Van Lombard  
President  
Ann Arbor Annuity Exchange  
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Ann Arbor, MI 48103