



October 4, 2005

Larry Klein spoke at our Fall 2005 conference and was a hit. It was the end of a long day of speakers and Larry was on at 4:15 pm. By the end of the first minute of his talk, energy sparked through the room and attendees already had moved to the edge of their seats.

Larry's talk was one of the best of the day and so many attendees mentioned the value. He effectively mixed humor with insightful and practical business building ideas for the attendees who are annuity producers.

We will definitely include Larry in our plans for future conferences.

Sincerely,

A handwritten signature in black ink, appearing to read "Kim O'Brien", with a stylized flourish at the end.

Kim O'Brien
Executive Director