



August 16, 2004

Scott Orbach
President
EZGSA
3 Bethesda Metro Center
Suite M035
Bethesda, MD 20814-3480

Dear Scott,

On behalf of the United Professional Sales Association, I want to thank you for presenting your seminar "How to Effectively Sell Professional Services" at our monthly event. I could tell you put effort into tailoring your comments specifically to the consultants in the audience, and as a result we all took away several nuggets to use in the future. Your presentation was very well received, and I have already heard positive feedback from the attendees.

I appreciate the time you took to prepare and present the information, and look forward to more engagements with EZGSA in the future.

Thank you,

Laura Zeff
VP of Programs
DC Chapter
United Professional Sales Association

