

June 16, 2003



To Whom It May Concern:

I am writing this letter with great pleasure in providing positive and constructive testimony for cost effective training. I have had the good fortune of working with Bob and Lori Bomes for a better part of 23 years in 3 diverse businesses. The sales volume of the 3 businesses ranged from 20 million in sales to 500 million in sales.

Establishing budgets for organizational change, new candidate assessment profiles, communications training and overall skills training in general is a challenging task. Often times these budgets are not scrutinized with the return on investment because you are buying services outside of capital, products, systems, etc. All of which provide a visual and tangible return. The unique difference that Bob and Lori bring to the table is true bottom line results. Their cost effective methods and practices not only offset the expense associated with the programs but establish more long term benefits that provide ROI well beyond the life of their projects.

Most recently, Lori implemented corporate-wide "Effective Communications" training with 4 groups of salaried staff members. These 4 groups represented all company disciplines and involved representation from ownership, executives, line managers and the sales/marketing teams.

The implementation covered a period of 2 years. To date we have reduced cost and improved productivity in the amount of \$900,000. We eliminated redundancy in management ranks. We have eliminated numerous and costly meetings. We have become much more effective with meeting objectives and the responsibility of publishing the accomplishment project list on our intranet share drive. We have created company-wide project lists that help us prioritize our actions and literally get the best bang for the buck. We are religious about using the "Profile" for pre-hires and team building. This individual performance and personality instrument has huge productivity and cost savings benefits.

Bob and Lori Bomes with their AGI Consulting group experience have provided a true understanding of, "If you can't measure it, you can't manage it". If you are looking for a "no nonsense", results driven training program that can provide positive change in your business, look no further. The personal guidance and support that you receive from Bob and Lori is unmatched in their field.

Cordially yours,

A handwritten signature in black ink, appearing to read "Don", written over a white background.

Sr. Vice President
Don T. Volino

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