



CLARK METAL PRODUCTS

Precision. Performance. Excellence.

December 28, 2007

Jim Gaffney
Peak Performance Management, Inc.
790 Holiday Drive
Pittsburgh, PA 15220

Dear Jim:

I wanted to take a moment to say thanks for working with us for the past several years. Admittedly, I was skeptical when we first met. I felt that our "tried and true" method of selling was all we needed to be successful. But as soon as I was introduced to the Sandler Sales System and Peak Performance's approach to training, I was sold! At times, the Sandler System flies in the face of conventional selling, but that's also what makes it work. We've been able to differentiate ourselves from our competitors because we "sound" differently than they do. And by training both our outside Sales force and our inside Sales support staff, we are able to send a consistent message to our customers. As a result, our sales have increased dramatically while our commissions and marketing expenditures have actually decreased.

More than anything, I appreciate the fact that we can call you any time that we need to strategize for a new prospect or de-brief after an important sales call. You've been a tremendous resource for us as we begin to build our own sales force.

Best regards

Rob Clark
VP, Operations