



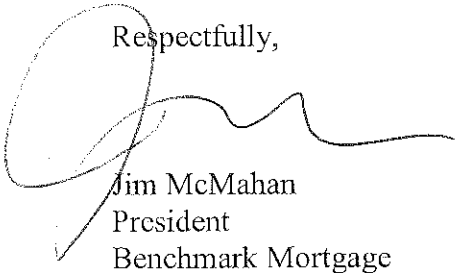
October 27, 2016

To whom it may concern:

We have some of the top 5% of sales people in our specific industry working for our company and Derek came in and delivered a message that was so relevant, so in line with the challenges we face, the opportunities we seek, and the solutions, disciplines and truths needed in a competitive, values-based sales environment today. Derek also spent the time with me and the team before our event to make sure the message was customized and personalized to our specific needs and that went a long way in really making the message relevant with implementable ideas at our top producer annual event.

Here's to going fast while maximizing innovation and enjoying great outcomes!

Respectfully,



Jim McMahan  
President  
Benchmark Mortgage

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