



To whom it may concern,

November 2, 2009

For about two years Mike Jensen has been talking to me about doing a cash raiser sale. I was very resistant to the idea. I didn't want to create the perception of GOB with our customers. I was also skeptical that we could pull a good margin during the sale. When business got bad enough for me I finally signed up for the sale. I'm so happy that I did. In one month we sold about six times our monthly average for the year. We did more than a month's worth of business every week during the sale. Our profit margin for the month of October is 48.8%. It has been excellent for raising cash. The manager was professional and hard working. He and the sales crew really knew how to close sales. Our regular sales people learned how to close sales on a whole new level and got along fabulously with their team (after having been very nervous about that aspect.) We learned a ton from them. Our customers had great things to say about them and we ended up calling them friends as well. The sale was worth it. I really recommend it to any store that's considering it. Feel free to call me and discuss my results at any time.

Sincerely,

Jed Stout---Manager, Co-owner
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