

**NYSFACE.COM**  
**COMMERCIAL REAL ESTATE**  
VINCENT SHEEHAN & ASSOCIATES, INC.  
**330 WEST 42<sup>ND</sup> STREET**  
**NEW YORK, N.Y. 10036**  
**PHONE: (212)-631-0400**  
**FAX -(212)-714-0990**

August 17, 2000

Weiss Communications  
412 West 25<sup>th</sup> Street  
New York, N. Y. 10001  
Att.: Ms. Wendy Weiss

Dear Wendy:

I've been meaning to write for some time to thank you for all your assistance. Each of my salespeople have greatly improved their ability to make more efficient use of their cold calling time and, therefore, have greatly increased their income. Your seminar, a great thing standing alone, was more than just a simple introduction to the *art* of canvassing. Add your book and the equation could be complete. But through your customized course and individualize coaching of each of my salespeople truly tying together the concepts each of them needed to make them both successful individuals and members of a cohesive sales team.

I appreciate our continuing relationship and look forward to success in the future.

Yours truly,

Nyspace.com  
Vincent Sheehan & Associates, Inc.



J. Vincent Sheehan  
President