

# SCORE<sup>®</sup>

Counselors to America's Small Business

March 30, 2005

Gerald Baron  
The Sales Surgeon LLC  
1225 Briers Creek Drive  
Alpharetta, GA 30004

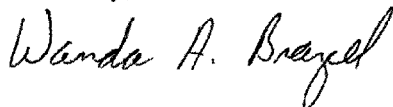
Gerald:

You graciously agreed to give of your time speaking at our March 7<sup>th</sup> SCORE Sales and Marketing Summit and we much appreciated your participation. Our audience gained great value from the words you had prepared for them in many ways.

Your information helped the attending small business owners begin to understand the value of cold calling and ways to remove the "fear" of these calls. You presented new perspectives, ideas and information to motivate the audience to take action and institute your cold call techniques into their daily marketing efforts. You covered enough material to allow participants to understand the actions they need to take and just enough to maintain their attention during your presentation.

Thank you for being prepared and for presenting materials appropriate to our audience.

Sincerely,



Wanda Braziel  
SCORE, Vice Chair for Seminars