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October 22, 2008

E. Michael Shays, CMC
The Focus Leader
858 Burlingame Road
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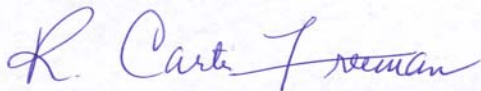
Dear Michael:

I started reading your book, *Pricing Consulting Services*, last night. I got half-way through and scanned the rest. I will read the last half in detail tonight without fail. I obtained my CMC designation in 1973, so have practiced consulting for many years. Based on my experience with potential clients, I conclude that your logic is exactly on target.

I talked with our firm's legal counsel last week about his annual review of our proposal templates. He e-mailed me a reminder this morning to send the drafts. My response was that, having read *Pricing Consulting Services*, he would have to wait a few days until we make changes based on the advice in your book.

Thank you for your thoughtful and comprehensible presentation.

Very truly yours,
JANAS CORPORATION
DBA JANAS CONSULTING



R. Carter Freeman, CMC
Chairman

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