



3505 Coolidge Road Suite 200 - East Lansing - Michigan 48823

## Michigan Association of Community Bankers

September 26, 2007

Dr. Jerry V. Teplitz  
Jerry Teplitz Enterprises, Inc.  
1304 Woodhurst Drive  
Virginia Beach, VA 23454

Dear Jerry:

Thank you for the presentations at our 2007 Michigan Association of Community Bankers Annual Convention.

While we are still waiting for the results of our electronic evaluation survey from the attendees, your survey results were quite impressive. All of these people have seen hundreds of speakers in their careers but nothing they have seen before has more potential for a positive impact in their personal and professional lives.

These members of ours are very successful leaders and they are analytical thinkers by the very nature of their business. That being the case, I think many were amazed by the results of the exercises that you conducted. This positive (and negative) thinking really does have an impact! It sounds so simple that people don't believe that it works the way it does!

We certainly enjoyed having you with us. I keep your "Quick Reminders" right by my phone and computer screen and I use those tips successfully on a regular basis.

Best wishes -- and thank you again for the two great presentations.

Sincerely,

Judith D. Sullivan, CAE  
President and CEO