

700 EAST MAIN STREET - P. O. BOX 462

Virginia Bankers
ASSOCIATION

RICHMOND, VIRGINIA 23203 - PHONE 643-7469

Mr. Jerry Teplitz
122 The Maine
Williamsburg, Virginia 23185

Dear Jerry:

What a fantastic job you did for our Trust Conference! We had so many nice comments about your part on the program. Your presentation on "Success Without Distress" contributed measurably to the overall success of the Conference. We truly appreciate your time and efforts.

Enclosed is the rest of your honorarium, and as soon as you let me know your travel expenses, we will take care of those, also.

All of us agree that a return engagement is a necessity, and we shall look forward to working with you again in the future. In the meantime, I shall recommend you highly to other organizations. You deliver an educational lesson in such a delightful way.

Best personal regards.

Sincerely,



Mrs. Barbara A. Garrett
Assistant Vice President

Enclosure



300

Virginia Bankers Association

700 EAST MAIN STREET • SUITE 1411
P.O. BOX 462 • RICHMOND, VIRGINIA 23203
(804) 643-7469

October 6, 1988

Dr. Jerry Teplitz
Jerry Teplitz Enterprises, Inc.
4347 Tillman Drive
Virginia Beach, VA 23452

Dear Jerry:

Thank you very much for speaking at our recent Young Bankers Conference.

Your presentation on "Your Management Success Formula" was excellent. The participants wondered how you could "read their minds" by giving them the test. Some were amazed to find out so much about themselves and others they work with as you discussed personality types.

Overall, you provided a very inspirational, motivational, and educational presentation that our bankers thoroughly enjoyed.

You were excellent!

Sincerley,

Mrs. Barbara A. Garrett
Vice President

/dr

Enclosures

P.S. Enclosed are two checks to cover your materials and expenses.



Serving All Virginia Banks