



FARMERS



Naji Garabet
District Manager
805 West Duarte Road, Suite 105
Arcadia, CA 91007
Bus: 626-821-4848
Fax: 626-821-4849
E-mail: ngarabet@farmersagent.com

Bob Davies
High Performance Training, Inc.
20992 Ashley Lane
Lake Forest, Ca. 92630

Dear Bob:

After hearing you speak at the President's Council meeting in Santa Barbara I knew that you had a message that my agents needed to hear. The half day program that you delivered was extremely well received and you certainly exceeded my expectations.

I've heard many comments about how you "knew" our industry, our company and our challenges and how your program was "relevant" to our needs. Believe me when I tell you that I appreciate the time you took to research our needs and challenges.

What also impressed me was how easy you were to work with. Your flexibility on several fronts was greatly appreciated.

One of your biggest advantages, at least in my opinion, is that you really are committed to as you say, "go beyond entertainment into impact". That fact that you have made follow up calls and that you have invited my agents to attend your ongoing monthly telephone conference coaching calls for free is truly evidence of your commitment.

We are tracking our agent's performance, activities and results. It is already evident that our activities and sales have increased as a result of your program. I'll keep you posted on more specific results as they come in.

I am looking forward to working with you again in the future. Please don't hesitate to have anyone call me for a reference. If any organization has individuals who could use some help maintaining a focused mindset and a positive attitude, they should bring you in. If their team is compensated based on results, it's even more compelling!

Great job, and thanks for all that you do.

Naji Garabet
District Manager and Registered Principal