

RAINMAKER! TOOLS & RESOURCES

SAMPLE TESTIMONIAL LETTER

Date:

During the past year, we have worked with Summers Inc. and specifically with Valerie Monroe to establish a more efficient process model for our Operations division. We evaluated many companies prior to making a buying decision; our choice to go with Summers was largely based on Valerie's thorough and professional evaluation of our current issues and our confidence in her ability to see us through the entire change process. She established credibility with our entire team and her assessment of the value that her solutions would provide was spot on.

In addition to understanding the issues that were driving our need for change, Valerie helped us anticipate the potential outcomes of our decisions. We estimate a 300% return on our investment to date and the benefits continue as our market share increases.

Valerie challenged our thinking in a very tactful and diplomatic way and she helped us develop a strategy that has paid huge dividends not only for our division and our company but also for our customers.

Valerie and Summers have my highest endorsement.

