



**SHELTER
INSURANCE
COMPANIES**

Brandon Procell
District Sales Manager
133 S Fountain St
Wichita, KS 67218



**INSURANCE MARKETPLACE
STANDARDS ASSOCIATION**

*Committed to honesty,
integrity and ethics*

July 11, 2008

Dear Terry:

Although I have attended only 1 of the 8 sessions of The Growth Coach program, I wanted to take this opportunity to express how pleased I've been with the overall content and accountability of the program.

I have already put into practice several of your suggestions and have to say that this program really works. For the first time in years I spent a day focusing on myself, both personally and professionally. The day was much needed and long overdue. I still have a long way to go to get where I need to be. However, thanks to The Growth Coach, I have started to map out the critical changes necessary to improve both my business and personal life. I believe that as I follow through with the entire workshop course, it will continue to be a life-changing event.

People need your program. As you mentioned, not every business owner may think they need a coach, but every business owner deserves a coach. It can be an unpleasant experience to reflect and take stock on what you're doing in your business, but the benefits are real and have created a more balanced life for myself.

I just wanted to let you know that I am committed to the process and look forward to continuing our relationship.

Sincerely,

A handwritten signature in black ink, appearing to read "Brandon Procell".

Brandon Procell, LUTCF, CLU
District Sales Manager