

Westport Country Playhouse

Mark Lamos, *Artistic Director*
Michael Ross, *Managing Director*

Jenn Bond
Westport Country Playhouse
25 Powers Court
Westport, CT 06880
June 28, 2009

Bob Dickson
Bob Dickson & Associates, LLC
21 Maple Street
Naugatuck, CT 06770

Dear Bob:

Thank you so much for the opportunity and ability to participate in the Dale Carnegie Sales Advantage Session. When this past Monday came around, I was disappointed that I did not have class to attend!

I anxiously anticipated the Sales Advantage session because I am still at an early stage in my career and wanted to make sure the skills that I put in place will be ones of integrity and excellence. These two virtues are ones of many that have brought me to admire the Dale Carnegie practice and philosophy. In addition to the material, your services and expertise are truly second to none. The classroom setting was extremely encouraging, supportive, fun and valuable in ways that I will still discover as I work to implement my new found tools.

I have a new found confidence and excitement about my sales efforts here at work. I now have a road map, a tool box and a plan. I have enjoyed the shift in my approach to sales that without your class I would have not found. I now can easily think in terms of the other person's interests and lead with questions; which allows me to really form relationships and service my customers in a complete and purposeful way. I look forward to working my skills each and every day, because I hope more than ever that these skills are soon habits.

Thank you too, for holding the class here at Westport Country Playhouse. I sincerely hope to return as a Graduate Assistant at some point; but in the meantime best wishes for your future programs. Please let me know if there is anything I or the Playhouse can do to assist in the future.

Sincerely,



Jenn R. Bond
Community Relations Liaison