

Shared Results International
743 Royal Sunset Drive, Suite 206
Webster, NY 14580

Dear Linda,

I have to tell you that the personal coaching session we just completed -- on how to use *GoToMeeting* effectively -- will totally change the way we conduct business at NAWBO. We'll spend less time going to meetings; we'll be more focused on achieving the outcomes we've set; and we'll get back to our *own* businesses sooner.

I have to believe that over course of year, by using *GoToMeeting*, I personally will save \$5K in gas – not to mention the time wasted by not getting things done while I'm going to and from meetings. Simply playing with the numbers, I probably drive between 200-500 miles a month just to attend meetings – and I'm not even counting the client face-to-face sessions.

Plus, I won't be exhausted from running around. I'll be fresh and less stressed by not having to rush back to the office to handle the next issue. I won't have to fight the rain, the snow and the traffic.

I love the idea of individual coaching. You cover the technology I want to learn, offer me a flexible schedule to receive the training *when* I want it, and allow me to identify specifically what *I* need in training. Then, I get ongoing help – it's a full package: one-on-one training, follow-up access to the coach, the digital library of all the other tips and tricks in TechTOPIA – it completes the picture.

Thanks for your insight and assistance in helping me execute my vision!

Cordially,

Kathleen Alessandro