

Mr. John Males  
Fathom Corporate Training  
7000 N. Mopac Expressway, 2<sup>nd</sup> Floor  
Austin, TX 78731

Dear Mr. Males,

I wanted to thank you for your Workshop and share with you my thoughts concerning your approach. First, you should know that I studied speech as an undergraduate both as to the theory and the practical application in preparing and presenting a speech. Next, as a manager and later as Special Projects Coordinator with ING Insurance Company I have had the responsibility of speaking on numerous occasions to hundreds of our employees. I consider myself to be both accustomed and comfortable in making speeches. I nevertheless expected to pick up some pointers in taking your Workshop. You can therefore imagine my surprise at how much I learned in such a very short period of time.

Your Workshop quickly sets up a model of how a speech should be conducted. Then after presentation comes immediate review, which fine-tunes the speech through constructive criticism. Class participation rounds out the pointers. Then the process is repeated through the representation of the speech thereby reinforcing the learning process. The repetitive process sets up a larger format for the presentation of any speech on any subject. Your Workshop helps eliminate the "rabbit trails" into which a speech might digress while emphasizing the points to which you wish to direct your audience.

I found your Workshop to be presented in a comfortable and cordial atmosphere. I saw the results obtained by each person in attendance. The learning curve was quite remarkable for people, regardless of their prior history. Everyone's presentation improved. Many people prepare their speeches in written form and rehearse that same speech oblivious to the mistakes that they are incorporating into it. Some suggestions were common sense recommendations. Others were not quite so obvious, until you explained your reasoning. When I heard the little voice say "Why didn't I think of that?" I knew I was learning how to give a better speech.

Thank you so much. I would recommend your Workshop to any person in middle or upper management of any company. The course is invaluable regardless of your prior speaking experience. You may list me as a most emphatic endorser of your course.

Yours very truly,



Mari Carmen Spies