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LJL Seminars
430 Freeman Avenue
Stratford, CT 06614

Dear Lenny:

I would like to thank you for your recent efforts in upgrading the presentation skills of the R&D department here at Cabot Microelectronics. I thought the format of you presenting two 4-hr workshops in early summer, followed by critiquing our project reviews one—and two—months later respectively, was highly effective. It enabled the concepts to sink in and to be put into practice immediately, and brought you back to reinforce good practices. I have also read your book, listened to the audiotapes/ and watched part of the CD. These, along with the videotaped presentation of yours, will be invaluable for future reference.

I personally found your workshop to be entertaining and insightful, and have put many of your suggestions into practice including the use of attention-grabbing starts, call-for-action closes, how to stand and walk and use gestures, to engage the whole audience, and other tips too numerous to recount here.

Please feel free to use me as a reference for future assignments.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Cliff Spiro', is written over a horizontal line.

Cliff Spiro
Vice President
Research & Development
Cabot Microelectronics