

October 18, 2006

Mr. Mark Paul , Managing Partner  
Synergy Consulting Group, LLC

Dear Mark,

I want to thank you for the entrepreneurial advice you gave me last week – absolutely invaluable. You zeroed in on the essential questions and led me to reconceptualize the whole venture.

My idea is outside the box – not the usual VC-type business plan – but you grasped the idea right away and helped me clarify the problems I will be facing.

I'm a pretty experienced entrepreneurship facilitator myself, but it's always harder to solve one's own problems than those of other people! Feel free to share this letter with others, so they'll know it's always worth asking for help, and that your advice is especially valuable.

Best regards,



Fred Young Phillips  
Vice Provost for Research and Professor of Management  
Tel +1 858 635 4886  
Fax +1 858 635 4528