

Mr. John Wagner
Wagner Seriously Funny
500 General Drive
Fort Wright, Kentucky 41011

Dear John:

A belated note of thanks and appreciation for your outstanding presentation "The FUNdamentals To Thrive In Times Of Change" delivered at our Third Annual National Enrollment Management Institute held at Vail, Colorado on June 24-27, 1998.

Your Saturday morning session, a difficult time slot on the final day, was the second highest rated of the institute's sessions. Eighty-two percent (82%) of the participants rated your session as excellent and twelve percent (12%) as good. Several participants remarked that your entertaining, yet serious, message was a highlight of the institute. You had a positive impact on the entire audience.

I particularly appreciated your tailoring your message to a higher education audience. You really hit the target!

Best personal wishes and we plan to have you back at a future institute. Keep up the good work!

Sincerely,



David S. Crockett
Senior Vice President

DSC/djs