



Central Bank

Colorado Springs

2308 East Pikes Peak Avenue
P.O. Box 15008
Colorado Springs, Colorado 80935-5008
(303)475-9800

May 22, 1987

To Whom It May Concern:

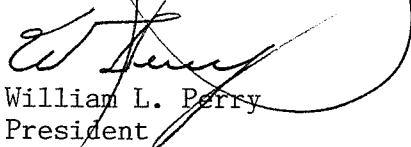
I would like to recommend Profit Motivators for your consideration.

I had the privilege of working with Pete Henthorn when Pete was with another company. The procedures which Pete set up for our bank are in place today and give us the ability to continually monitor our operational systems.

Over the last several years, I have had the opportunity to visit with Pete in regards to new operational problems and have found him to be most helpful and responsive to my special needs.

I would not hesitate in giving Pete Henthorn and Profit Motivators my full support.

Sincerely,



William L. Perry
President

WLP/th