

Louisiana Bank

2002 N. 7th ST.
WEST MONROE, LA
318/325-6893

June 29, 1989

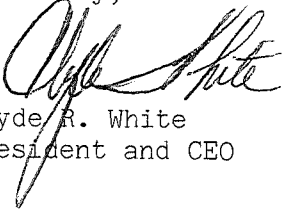
M. Peter Henthorn, President
Profit Motivators International, Inc.
2146 Linden Drive
Boulder, Colorado 80304

Dear Mr. Henthorn:

I welcome the opportunity to discuss Profit Motivators International with any of your potential clients. We feel the preliminary proposal you performed for us was productive and beneficial and when the current situation allows, we hope to complete the project with you and your group.

We checked your references and we felt your organization could make a viable contribution to our bank. We appreciated the method and approach you used with our employees and feel it was beneficial and non threatening. As in the five questions on your reference list, we found positive reference support and like No. 5 when we do the project we feel strongly about doing it with your firm.

Sincerely,



Clyde R. White
President and CEO

CRW:wb