



Liberty Mutual Group

6410 Coors Blvd NW
Suite 100
Albuquerque NM 87120-2712
505-899-5171
800-491-0199
Fax: 505-899-5194

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Don E. Disch LUTCF
Branch Manager
Liberty Mutual Insurance
6410 Coors Blvd. NW Ste. 100
Albuquerque, NM 87120

To Whom It May Concern:

I have known Tod Novak for over four years; we met when I attended one of his seminars. In that time I have had the opportunity to work with Tod professionally on many occasions. I have seen him give both large seminar presentations as well as presentations to small intimate groups. I have had all of my sales representatives attend Tod's "Birds" seminar and he has personally coached one of my representatives.

I have found all of Tod's presentations to be very professional, both in content and in delivery. He involves his audiences and delivers high energy presentations that keep everyone's attention. Tod supplements his oral presentations with great tool like workbooks and pocket cards that reinforce the main points of his presentations. His take home materials allow participants to continue to develop the skills he teaches long after the seminars are over. Tod actively seeks constructive feedback at each of his presentations and works to make sure that each presentation is better than the last one.

In summary I consider Tod to be a great resource to help me achieve my goals, train my staff, and improve my ability to do my job. He delivers what he promises in his presentations, and does so with enthusiasm and professionalism.

Branch Manager
Liberty Mutual Insurance