



Fathom Corporate Training
6500 River Place Blvd., Bldg. 7, Suite 250
Austin, TX 78730

Re: Consultative Selling Skills Training Workshop

Tania and I are excited about the new tools we are bringing to the Sales office.

I feel we can make a big difference/impact with the INSITE approach and how to methodically build the sales experience and not just go for the jugular. We think we found a way to reach out to more diverse clients since we are not specifically a niche-recruiting firm.

I know the INSITE selling techniques will work well for our style of selling.

I look forward to expanding our classes to other recruiting and selling courses down the line.

Thank you for your time,

Fred Cartmill
President
FJC Personnel, LLC