



**KARNEL, INC.**

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To Whom It May Concern:

This is a letter of reference for Dan Comfort and the consulting services he provides.

Dan first approached me via a reference from another customer of his that was very happy with the job Dan had done, so much that he gave out my name and phone number.

I was reluctant to see Dan, feeling it was more important to run my business than to spend time with a "consultant." Finally, I agreed to let Dan take a look at our phone services, and I am very glad I did. Dan found some serious issues with our local phone company and especially our long distance carrier – ATT.

By the time the dust settled, Dan saved us over 80% of our telecom bills. This means that in the course of a year, I will have \$15,000.00 to \$20,000.00 more in my pocket. Better that money be in my pocket than the large phone companies.

I highly recommend anyone considering using Dan Comfort and his consulting services, don't hesitate; it could mean thousands of dollars every month to your business and to your bottom line. I would be very happy to discuss this with anyone who would like to. Call and ask for me or Marci at ext. 210.

Yours in Business,

Nelson Stauffer  
President – Karnel, Inc.

Visit our web site at "<http://www.karnel.com>"