



THE
MCFARLAND
AGENCY

September 13, 1994

Jeff Davidson, MBA, CMC
2417 Honeysuckle Road, Suite 2A
Chapel Hill, NC 27514-6819

Dear Jeff:

I truly enjoyed your presentation recently at PS & ME in Hampton, VA. You gave me "mega" information for thought. I think the most useful piece of information you shared with us was in regards to becoming the "Guru" of our profession and staying within a 10 mile radius of our offices for prospects. It has made me personally take a new look at my goals for the rest of this year and setting new goals for the future.

Thank you again, it was a pleasure meeting you.

Regards,

Norma Fenton