

# Western Veterinary Conference Seminar Responses

Mr. Erschik,

I wanted to thank you for your wonderful presentation on Monday morning. I really enjoyed it and look forward to the results that I hope to obtain from your very useful points.

Again, thank you.

Jim Williams  
The Cat's Inn

Manolita,

I just wanted to take a few minutes to express my sincere appreciation for inviting me to attend the seminar conducted by Richard Erschik. I've attended many seminars over the years but none of them have been as directly informative as this one. His presentation was excellent and the ideas and suggestions on how to help our business will be implemented immediately. It's refreshing to have a presenter get directly to the point and provide step by step instructions on how to make tradeshow expenses pay off. I like many companies have questioned the cost of going to tradeshow and are we really getting a return on this investment. After listening to Richard I now know how to make tradeshow a profitable venture.

Thanks again and I'll see you next year and the years beyond,

Michael McGuire, President  
Thornell Corporation

Richard,

Great presentation. Very useful information - especially for the smaller and medium exhibitor! Look forward to seeing you at ExhibitorShow in Las Vegas.

Susan E. Bartlett, CTSM

Dear Richard

Thank you for the seminar on lead follow-up which you provided so eloquently at the WVC. I am one of the two guys you met early prior to the seminar. Great conversation!

Thank you for your insights. Lloyd Hiebert -- HUG-U-VAC Inc.