

April 24, 2001

Re: Murray Warren, President.
Increased Revenues.

Our company has developed an ASP based, Applicant Tracking System called "Vision2Hire". Our target market is the HR professional within companies. The benefits of our product include:

- It does all of the screening to instantly develop a hot shortlist of candidates
- It takes care of the communicating with all of the candidates and,
- It creates a searchable on-line database of candidates that is transferable and shared.

In December 2000 our VP of Sales presented a business case to include a telemarketing component to our sales process. Initially, I was very skeptical and was not in favour of adding this capability to our Sales Team. While we were looking for more information about how and what telemarketing really was, we were referred to Murray Warren. This referral came from another company that was also financed by our Venture Capitalist.

We held an initial meeting with Murray and he demonstrated the power of telemarketing for us. I actually challenged him to get on the phone and make some cold calls right now. Within 20 minutes with very little knowledge of what we do and the problems our clients are experiencing, he was asking the right questions, getting through and getting qualified appointments, he is very skilled and confident. It was quite amazing.

We subsequently engaged Murray Warren to create and implement a Telesales Team to identify, qualify and educate our corporate prospects. The goal was to generate meetings, appointments and web-based demos for the sales team. This would get our sales people in front of potential customers to pitch them on our product, as opposed to being on the phone prospecting.

Suite 200, 1107 Homer Street
Vancouver, B.C. Canada V6B 2Y1

Tel: 604 648 2400 Fax: 604 408 5973
www.vision2hire.com

A product from Spintopia.com
Vancouver, Calgary, Hong Kong

Within 5 weeks Murray hired 4 very competent people and created a lead- generating engine for our company. Murray's skills and talent didn't stop there, he also helped:

- Hiring and recruiting some of our outside sales team members,
- Putting on selling skill training workshops for our sales team,
- Engaging in outside sales, selling the product face to face to corporate end user accounts
- Brainstorming and assisting new business development strategies



My experience in dealing with Murray was very positive and I recommend him for similar assignments.

Yours truly

A handwritten signature in black ink, appearing to read 'JB', written in a cursive style.

John Boddie

CEO, Vision2Hire Solutions