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Ed Rigsbee
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Dear Ed,

As you know the CFR Forums are our sole source of revenues. Our speakers vary every year to give our members fresh materials to enhance their businesses.

We continued to bring you back for three consecutive years due to your overall popularity with the membership. It's rare to find a personality like yourself that goes the extra mile to interview the membership prior to forum to get to the heart of our industry.

We appreciated your input on the "Sales Reps Only" and "Manufacturer Only" sessions, through your input, these are now part of our annual program, thanks again for your personal touch.

Ed, you should know that you can always use me as a reference in the future. I personally enjoyed all your programs. We all left Nashville with a little bit more than we had when we arrived.

Thanks for your thoughtfulness; I'm about half way through your new release "Partner Shift". It's enjoyable.

By the way, calling your attention to page 70 of your new book "David Schweig", past president of the CFR isn't the only one in our industry who has alliances for cost cutting. Your friend, Jack Glynn, President of the CFR has an advertising alliance with several other competitive patio stores in Chicago; cutting advertising cost by advertising as the "Chicagoland Leisure Group."

Sorry we missed you in Chicago a couple of weeks ago. I have your cell number, so we will keep in touch.

Thanks again.

A handwritten signature in black ink, appearing to read "Jack Glynn".

Jack Glynn
CFR President 2000 – 2001