



A Professional Insurance Claims Assistance Firm

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June 20, 2013

Richard Spanton
Acculynx
330 E Main St
Rockton, IL 61072

Dear Richard,

Thank you for being so passionate and so generous in the sharing of your knowledge, experience, and vision. Your teachings have truly had an impact on me personally and on my business. Please share the following statement with anyone who maybe considering the opportunity to engage with you as a consultant or as a speaker:

Richard Spanton is the most knowledgeable person I have heard address this industry. His accomplishments speak for themselves. His energy, passion and optimism are infectious. Because he began in the industry as a salesperson, he truly understands the needs of the salesperson and, because he later chose to get into business ownership in the industry, he possesses a rare and unique understanding of the needs of the business as well as the demands on business owners.

Richard lives the “Principles of Creation.” He knows where he is going and, naturally, he holds absolute command of the required processes to get there. Because Richard has personally mastered these principles and processes, he is beyond capable of teaching any individual or business owner how to get from where they are to where they want to be.

I highly recommend to anyone who is looking to take their sales game or their business to the next level, or higher, to seek out the first opportunity to be taught by this great industry leader.

With absolute sincerity,

Reed Haws
Owner
CTI Contractors, LLC