

Sheppard + Co.

Accountants and Tax Advisors

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D. J. Phillips, Esq.,
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08 August 2007

Dear Derrick,

I have been a member of May Chapter of BNI for over 3 years now, and have been able to pass you a significant number of referrals during that time. These referrals have been, in large part, for clients of my practice who have wanted to incorporate their businesses to reduce their tax burden, to give them the protection of limited liability, or to allow them to use one or more of your nominee companies to "protect" their identity as shareholders, directors or secretaries of their companies.

Your responses to my referrals have been consistently rapid, often resulting in the paperwork required to form the company or to change directors, etc, being produced on the day of your receiving the referral, and at a price which no other company formation agent appears to be able to match.

As a result, my own practice has benefited, as my clients know from the "Ordered Management" experience that I can provide them with contacts for other, non-core, business services of the highest quality. This has led to my clients giving my name to their contacts, and this, in turn, has led to more new business for my practice. You are not always aware of this aspect of my having given you a referral, but it does illustrate the concept of "Giver's Gain"!

I shall continue to refer your business to my clients in the future, secure in the knowledge that any such referrals can only enhance my own standing with my clients.

I would mention that this is the first testimonial I have given to any BNI member, and my writing it for you illustrates my appreciation of the level of support you have provided my business over the past three years

Yours sincerely,



Raymond A. Sheppard

Member, BNI Bristol May Chapter