



We've Got You Surrounded

March 9, 2007

Aloha

The following is a letter of recommendation for Tom Luby and **Profit Builders International**.

Big Island Fencing has been blessed with phenomenal growth in the 10 years we have been in business. In trying to keep up with the work we had fallen behind in the internal structure of the company. I was a diligent "worker" but lacked some of the formal education concerning bookkeeping and accounting. Tom's **Roadmap To Success** and companion resource **The Close** is a tremendous asset for our company. Combined with Tom's expertise in consulting with fence companies has allowed us to change the way we record information in our books to get a clear view of our profit centers, what makes money and what doesn't. The resources for ADA compliant job descriptions and evaluation forms will save thousands of dollars in potential lawsuits and miscommunications between management and staff.

Hawaii is a very unique market. Tom was able to come in and within 2 days was able to adjust to a whole new way of thinking to better advise us on local market strategies. Tom was able to spend some "quality time" with our estimator and helped him with his approach and follow up. Tom helped him to see "outside the box" to find other ways to up sell and find other areas to service the customer and in doing so make the most of every sales opportunity. Tom helped us put together sales brochures that would cater to the unique situations the island presents us with to have a more professional presentation for our customers. With Tom's network of people and companies in the fence industry he introduced us to other companies he thought would be a benefit for us to enhance what we do now with products that would compliment our existing market lines.

I would highly recommend Tom's services to anyone involved in the fence industry. You may feel free to call me personally at anytime to further discuss Tom's qualifications.

Mahalo

Jon Stiles, CFP

Owner

Big Island Fencing LLC

16-220 Mikahala Street, Kea`au, Hawai`i 96749
Hilo Phone (808) 982-9902 | Fax (808) 982-9636 | Kona Phone (808) 331-1661

www.bigislandfencing.com