



Richard F. Caproni
Vice President

June 23, 1994

Mr. Jeff Conley
Zig Ziglar Corporation
3330 Earhart, Suite 204
Carrollton, TX 75006

Dear Jeff:

Thank you for coming to Fleet's Annual Sales Meeting and speaking to our colleagues. Your presentation was inspiring, enlightening, funny, energetic, enthusiastic and professional. We hope to have you join us again at our next meeting in 1995 and for many years to come.

All of our attendees were energized and inspired by your presentation and we will carry your message forward in our daily work and all of us will be "Difference Makers". You are truly "SPEAKER MAN".

It has been my opportunity to be a devotee of Zig Ziglar for many years. His message of the joy of life and work is welcome here at Fleet. You have represented Zig perfectly and I want to refer to you a "Little Zig" going forward although little might be the wrong word.

Thank you, again, for contributing to the best sales meeting Fleet has had in its twenty-two years existence. We hope to speak to you soon.

Very truly yours,

A handwritten signature in black ink, appearing to read 'Richard F. Caproni'. The signature is fluid and cursive, with a large, prominent 'R' at the beginning.

Richard F. Caproni

cc: R. H. Chamides