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To whom it may concern:

I am writing to recommend Gail Jurczyk as a consultant and trainer of business writing and proposal writing.

In 2005, I retained her services to design and conduct classes for my technical sales staff in writing proposals from our Novi, Michigan corporate office. INCAT is an independent, global, professional services company focused on Product and Information Lifecycle Management.

Here are some things about her work that worked for me:

- She listened to my requirements and designed the class accordingly.
- She built on what we (as a company) already were doing right: she used everything we did that worked and improved as necessary to meet my requirements.
- She gave me weekly updates (more, if I needed them) about progress.
- She met our deadline.

I consider the class a success and would use her services again.

Sincerely,

Martin Stebbins
Director, ILM Sales Division
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