JUDY CARTER AMERICA'S TOP MOTIVATIONAL HUMORIST



BIG LAUGHS – BIG MESSAGE

60 minutes, 235 laughs, 5 moments of inspiration.

Perfect to energize that 8 AM breakfast meeting, or inspire and leave them laughing and motivated at your closing session.

All keynotes are customized to target the specific challenges facing your company or organization.

Judy's inspiring, likeable, dynamic and...reasonably priced.

THE BUZZ ON JUDY

"Companies are now using comedy to help employees deal with downsizing and other wrenching changes in the workplace—and Ms. Carter [is] making them laugh through some of the stress." --Wall Street Journal

"Carter, a humor consultant helps companies cope with everything from layoffs to political turmoil says laughter can boost creativity and morale, and lower employee turnover." -- CNN News

"Thanks so much for an outrageously humorous evening of entertainment! In an organization experiencing corporate merger syndrome, your performance was very uplifting."

-- Sylvia Adams, Boeing

"Your material of using humor in the work place was right on target... Audience participation was great. Everyone agreed your session met the objective of building team spirit and having fun, but 80% also noted 'increased [sales] skills' as a result.

--Mary Terjeson, VP, Sales Planning, Specialty Brands

CLIENTS INCLUDE

FedEx • Pfizer Health Solutions • General Services Administration (US Government) • PNC Bank • Anthem Blue Cross • Boeing • Pacific Bell • Lucent Technologies • National Organization for Women • Kal Kan • Kaiser Permanente • Southern California Gas Company • Nutro Products • Kerr McGee • City of Burbank • Metropolitan Water District • Crystal Geyser • Chilton Memorial Hospital • St Jude's Medical Center • League of Women Voters Los Angeles • Specialty Brands • Teledyne Inc. • Old Republic National Insurance Company • Specialty Brands • Southern Indiana Gas Electric • Cedar Sinai Medical Center • Indiana Electric Company • Agawam Public Schools • Alliance Title • Allpro • Bay Path College • Boeing Space Chapter • California Assn. for Health Serv. at Home • Columbia Paint • Creative Ink • Davids Bridal • Dent Assist • Direct Repsonse Forum • DSI • Edify • Endurance • Fisher Paykel Healthcare • Fresh Produce and Floral Council • Girls Just Wanna Have Fun • Grand Island Chamber of Commerce • Hawaii Captive Insurance Council • Lockheed Martin Information Systems • Maricopa Community College Sedona • Marietta College • Messmer's • Mid West Claim Association • NAFA Fleet Management Association • National Association For Health Ventura County Professional Womens Care Recruitment . National Association for Network • Western Manufactured numor Variable Annuities • National Potato Housing Communities Assoc. Council . Orange County Human · Westside Regional Center • Women's Relations . Presbyterian Inner-Community Hospital . Health Centere Rhode Island College • University of Colorado at YWCA Southern California py comebacks te comedy humor h

"Judy can show you how to make your sense of humor pay off!"

— OPRAH WINFREY

"Judy Carter even helped me to lighten up...and she wrote a great book."

— DIANE SAWYER, GOOD MORNING AMERICA





Judy's Keynotes



LAUGHING YOUR WAY OUT OF STRESS

Life and work are stressful - overwhelming deadlines, stacks of paperwork, communication breakdowns. Judy illustrates the power of humor and teaches how to turn problems into punchlines, resolve conflict, and come up with snappy retorts that transform conflict into camaraderie so everyone will walk away with tools that they can use imme-

diately. Her "Don't get mad, get funny" philosophy inspires people to deal with issues such as downsizing and layoffs – not to mention that overflowing inbox – with a sense of humor, rather than a sense of desperation.

EMBRACING CHANGE

Your company might be reorganizing or focusing in a different direction. Your financial situation has probably changed – seemingly for the worse (unless you're CEO of Enron and now living in the Bahamas on shareholder money).

Judy shows companies how to embrace change creatively and with humor. She provides tools and strategies to face the many challenges of change, and to take those challenges and make them into opportunities. Companies such as Fedex invited Judy to speak when they initiated a new bonus plan, which wasn't so popular. Boeing hired Judy to speak to their management group when they merged with Rockwell. She was such a wild success that they hired her to speak at eight more management groups. Judy talks about how change is a part of the cycle of life. We can ignore it, run from it, or embrace it as part of the adventure of life and have a good laugh.

WOMEN'S AUDIENCES

Being a woman is stressful, and Judy shows women how to take power by putting a humor spin on issues rather than getting defensive. Issues covered: Women in Leadership, Personal and Business Negotiations, Dealing with Conflict, Embracing Change, and Snappy Retorts to Stupid Things People Say – without losing your job. So the next time, at the end of a rough day, when someone says, "Smile! You look so much prettier when you smile." You'll know exactly what to say!



HEALTHCARE HUMOR - "LAUGHTER - IT REALLY IS THE BEST MEDICINE?"

It is now a proven medical fact that laughter can improve both physical and mental health. It's free. You don't have to swallow it with water. It's not painful. So why hasn't someone harnessed it and sold it as a miracle cure? Judy Carter has. And that's why she's spoken to doctors' groups, nurses, hospital staffs, social workers, and healthcare conferences.

In addition to Judy's keynote... how about adding breakout session?



RESULT-BASED TRAINING SESSIONS

Using improv and humor,
Judy Carter leads a wide
variety of workshops that
tackle the most common
sources of stress and
dissatisfaction in
today's world.

CUSTOMER SERVICE - DON'T GET MAD, GET FUNNY!

They can be arrogant, insulting, impatient and even dishonest...but your business can't run without them. If your client relationships are always "Them vs. Us," customers will always be a source of conflict. How do you maintain your "customer is always right" attitude when you know that they're dead wrong? How do you quickly break the ice with a new client and forge a lasting relationship? Learn how to transform your clients into your partners.

MORE EFFECTIVE COMMUNICATION - "ANTI-WHINING TECHINQUES"

Do you feel invisible, powerless, or misunderstood? In our high speed, double latte, DSL culture, attention spans are short and effective communication is fast. In order to be heard you must learn the art of "Power-Talking" – presenting your ideas in quick, compelling "sound bites" that grab your listener's attention and engage her imagination. Just as important is learning to "Power-Listen" – active listening techniques that elicit people's deeper feelings and concerns. Power-Listening makes people feel heard, and can often resolve conflicts without any other action needed.

TURN YOUR IDEAS INTO ACTION...AND BUSINESS! - FINDING YOUR INNER ENTREPRENEUR

Do people ignore your ideas...or steal them? Do you see products on TV and think, "I thought of that years ago!" Successful people are people who take action – the right action. Learn how to start a successful business by finding your passion, testing your ideas, setting yourself apart from the competition, enlisting the support of others and setting realistic goals.

HOW TO JUGGLE YOUR PERSONAL AND PROFESSIONAL LIVES - BURNING THE CANDLE AT BOTH ENDS - WITHOUT BURNING YOUR HOUSE DOWN

Do your kids refer to you as "That person who sleeps here?" Do you get too many business calls at home, and too many personal ones at work? When you go to the bathroom at 3AM, do you check your work email on the way back to bed? You can have both a fast track career and a happy home life by clearly setting your boundaries and priorities and using simple but effective time management techniques.

DIVERSITY TRAINING - ONE WORLD, A LOT OF PEOPLE - GET USED TO IT!

Wish you could go back to the old days when everyone looked, thought and acted the same? Frustrated by a multi-ethnic workplace and a world of "new ideas" that challenge everything you've always believed? It's a lot easier to learn to live with diversity than to find a way to go back in time. It's also a whole lot more rewarding, for creativity has its essence in diversity. Give up the antiquated notion of "one right way" and learn how to listen to, and utilize, the new types of people and ideas in your life.

LEADERSHIP - WHEN THINGS GET DIRE -- INSPIRE!

Are you a boss or a leader? Do you equate fear with respect and power with effectiveness? Do you bully people to get your desires met? Leadership is a lot more than getting other people to do what you want – it's inspiring them to do their very best and take pride in their work. People will meet their boss's expectations, but they will surpass their leader's expectations... and their own.



Judy Carter Biography

Contact your speaker bureau for more information.

Judy Carter – standup comic, author, and master teacher has appeared on over one hundred TV shows. She is the author of *Standup Comedy: The Book* (Dell Books, 1989) which has sold over 150,000 copies. Her latest book – *The Comedy Bible* (Simon & Schuster; September 2001) – the definitive guide to making a career out of making people laugh., was featured on *Oprah* and *Good Morning America*. Ten years ago she formed Comedy Workshop Productions, which runs comedy classes nationwide. Carter also produces the annual California Comedy Conference, which is attended by top Hollywood VIPs including executives from HBO, Warner Bros, William Morris Agency and others.

"Judy Carter can show you how to make your sense of humor payoff." — Oprah Winfry "Judy said that she could make me funny, even though everyone knows I'm not funny." — Diane Sawyer

Carter's expertise at teaching others to use comedy to transform their lives and careers has created a nationwide demand for her as a corporate and college speaker. Carter has inspired thousands of people to use humor to deal with change and laugh their way out of stress.

"Remember when you saw your first paycheck? What did you say? 'This IS a joke—and who is FICA and why are they getting all my money?" – Judy Carter

Carter's pioneering approach to turning "problems into punchlines" has generated articles in the *Wall Street Journal, LA Times, New York Times* and *Success Magazine* as well as features on *CNN, ABC World News, Oprah*, and *National Public Radio*, where she transformed two somber IRS agents into killer comics. She has brought her "don't get mad, get funny" philosophy to Fortune 500 companies such as Boeing, Lucent Technologies, Fedex, Blue Cross and Pacific Bell. They have found her "tell-it-like-it-is" (only funnier) approach advantageous when tackling sensitive issues like downsizing, layoffs, and even dealing with sexual orientation.

"Biggots say that all gay people are going to hell. If that's true, I'd like to see how everyone in Heaven's going to get their hair done." – Judy Carter

Carter has used her approach to comedy to raise consciousness as well as money for good causes. She created a comedy workshop for people living with AIDS—"HIV: Humor is Vital." In addition, she has worked with groups such as Wellness Community cancer patients and Cedars Sinai social workers, showing that "Humor Heals."

Carter started her career as a professional magician, being one of the first women to work at the prestigious Magic Castle in Hollywood and created quite a stir with her "death-defying" escape from her grandmother's girdle. Carter's standup career launched when United Airlines lost the baggage with her magic act—and she had to go onstage without it. Since then, Carter has headlined at comedy venues such as the world famous Hollywood Improv and Caesar's Palace in Los Vegas, and was nominated for Atlantic City's Entertainer of the Year. Carter is also a passionate snowboarder and phenomenal matzo-ball soup maker. Her cat and two dogs allow her to share their home in Venice, CA.

THE WALL STREET JOURNAL.

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For Stand-Up Comic, Employees' Stress Is Often a Big Joke

Companies Hire Judy Carter
To Help Employees Cope
With Workplace Traumas.

By Kathryn Kranhold

Staff Reporter of THE WALL STREET JOURNAL LOS ANGELES—Did you hear the one about Southern California Gas Co.'s stressrelief program? It brought in a stand-up comic, Judy Carter, to fire up the employ-

comic, Judy Carter, to fire up ees.

And how about the Fresh Produce and Floral Council? It wanted to help its employees handle the daily grind at work. So it hired Ms. Carter for a lunch. Her jokes

were fresh, not canned.



Judy Carter

Corporations and business associations have long hired acts to entertain them at meetings and retreats. But in recent years, companies have looked to comics for more than just a few yuks in between bites. They are now using comedy to help employees deal

with downsizing and other wrenching changes in the workplace—and Ms. Carter has carved out a profitable business here making them laugh through some of the stress.

Stalking the Audience

At last year's lunch at the Produce and Floral Council—which includes buyers and distributors for large grocery-store chains—Ms. Carter kicked off her routine, naturally enough, with a round of vegetable and fruit jokes. "I'm a big buyer of fresh produce, and some of you look familiar," she told the crowd. "Didn't I see you on the El Monte freeway off ramp with a bag of oranges?"

Stand-Up Comic Helps Employees Deal With Stress in the Workplace

Her finale: Hypnotizing a celery stalk, then levitating it, and eating the stalk in midair. "They were on the floor," recalls Ms. Carter, who charges about \$2,500 for an appearance. "Celery is very funny."

When the gas company was downsizing a few years back, officials there called on Ms. Carter as well. "She was hired to come in and make people feel better about their lives," says Jane Harrison, a planning as-

sociate at the company.

To do that, Ms. Carter says, she tries to figure out what is bugging workers on all levels, from secretaries to top managers. She also identifies a few of the highest-level executives who won't mind a few jokes at their expense. "I try to get the person with the most power to make jokes about himself," she explains.

After graduating from the University of Southern California in the early 1970s, she ended up at the Magic Castle in West Hollywood, where she performed card tricks. Soon Ms. Carter was traveling throughout North America, performing her magic act from Montreal to Manhattan in nightclubs and strip joints.

She made the switch strictly to comedy in 1979 when she landed at the Cincinnati airport without her bag of tricks; they had been lost with her luggage. "That's when I realized that comedy is less of a schlep," she says. "You can stand there and entertain people without having to levitate things"—except, perhaps, celery.

In 1987, Ms. Carter decided she wanted to know what it was like to work behind a desk. So she leased an office in Westwood, hired a secretary to answer her telephone—and sharpened some pencils.

Looking for material, Ms. Carter says, she walked around her office building and made small talk with the other tenants. One person in the building finally asked her what she did behind her desk. Very little, Ms. Carter admitted.

Within weeks, with this neighbor's encouragement, Ms. Carter started writing her first book: "Stand-Up Comedy The Book," published in 1989.

It was around that time that Ms. Carter's comedy business became just that—a real business. She started teaching stand-up classes. By the early '90s, she was making her way into companies to counsel them on how to use comedy in the workplace, charging them up to \$5,000 for a half-day workshop.

In the wake of downsizing, defense contractors hired her to entertain the diminishing troops. Then, as some water-cooler jokes became off limits, companies brought in Ms. Carter to teach politically correct jesting.

"A well-placed joke can ease tension," she says. "A bad joke can ruin everything. We all know we've done that."

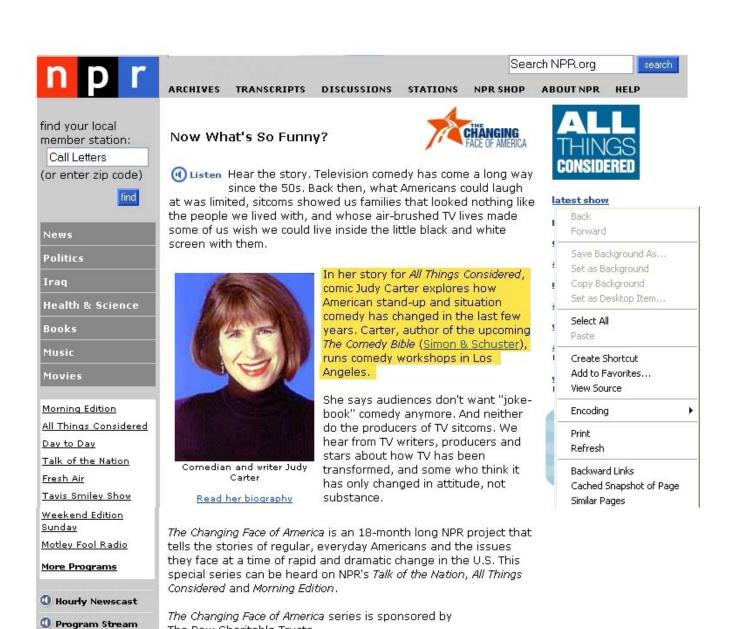
Carmen McKay, who has a San Josebased consulting business called Corporate Comedy, describes Ms. Carter as "a goddess for writing jokes."

Ms. McKay, who conducts in-depth seminars within the workplace, says she frequently turns to Ms. Carter to perfect a script. In turn, Ms. Carter relies on Ms. McKay to help her better understand corporate culture.

Beyond lunchrooms and boardrooms, Ms. Carter holds an annual weekend workshop attended by everyone from housewives to salespeople looking to get their big break as comics—or just land an account. She also coaches executives and other professionals on their speeches and how to deliver a winning punch line.

"It's called power joking," she says. "A well-placed joke can shift the balance of power."

Judy Carter – a regular contributor to National Public Radio "All Things Considered"

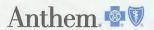


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November 3, 1998

Judy Carter, President for Life Comedy Workshop Productions

Dear Judy:

On behalf of Anthem Blue Cross and Blue Shield of Connecticut, Thank you, Thank you!

Your presentation at our seminar *Women and Stress: How To Juggle It All* was a huge success and very dynamic. The feedback received from over two hundred people in attendance was overwhelmingly positive. Your ability to utilize humor and incorporate it into every day stressful situations was motivating, and reminded us that humor can be extremely healing. I especially appreciated the way you personalized your comedy to the audience, and the way you tied in our company as well as other components of the program in your talk. You also offered some great humor techniques for dealing with stressful situations.

It was a pleasure to meet you and I will certainly share this information with my health care colleagues and with other managed care organizations. Your talk was hilarious, uplifting and empowering and would be valuable in any type of business.

Sincerely,

Mary Lynne Riley

Program Manager



Linking patients, communities, and providers together for better health.

July 3, 2001

Ms. Judy Carter Comedy Workshop Productions

Dear Judy:

Please accept my thanks on behalf of the membership of the Michigan Health & Hospital Association for a wonderful effort on our behalf our recent annual meeting. Though the crowd was small for the preconference, I spoke to several participants and they loved it. I think you know you were a hit during the closing session! I truly appreciate your willingness to join us for this meeting.

I trust you enjoyed your stay on the Island. You should plan to return sometime soon when you can really relax.

Again, my thanks for your part in making the 2001 MHA Annual Corporate Membership Meeting a success.

Sincere

Marlene K. Hulteen, CAE

Group Vice President

Cc: C/O Suzanne Manzi The Harry Walker Agency 355 Lexington Ave.

21st Floor

New York, NY 10017

Pfizer Health Solutions Inc 2400 Broadway, Suite 500 Santa Monica, CA 90404 310.586.2500 Tel 310.586.2340 Fax www.pfizerhealthsolutions.com

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June 18, 2003

Judy Carter, Goddess of Comedy Comedy Workshop Productions

Dear Judy,

On behalf of Pfizer Health Solutions, Inc. and the Florida: A Healthy State Program, thank you again.

Your keynote address at our Spring Hospital Summit, Contact: One Patient at a Time, was a huge hit. You did an amazing job personalizing your talk to meet our audience's needs. The address was motivating and very uplifting and helped set the tone for the entire meeting. The nurse care managers, supervisors and administrators present at the Summit had overwhelming positive comments on your talk.

You have an amazing talent to bring levity and humor to some serious topics and would be an asset to any business function. It was a pleasure to see you again and hope our paths cross again in the future.

Sincerely, in Camanto

Lisa M. Casasanta

Senior Project Manager, State Initiatives



American Payroll Association

Education Divisions - New York • San Antonio

May 20, 2004

Ms. Judy Carter Professional Speaker Comedy Workshop Productions

Dear Judy,

Should I send my doctor's bill to you? My ears are still ringing from all the laughter you caused at the American Payroll Association's 22nd Annual Congress in Nashville, Tennessee! Your presentation on "Laughing Your Way to Success" was a huge hit, and a perfect match for our theme, "Tune in to Payroll Success!"

I'm not the only one who found your presentation brilliant. Positive feedback poured in from our attendees, who called it warm, delightful, hilarious, and inspiring. Your combination of comedy and anecdotes apparently struck a harmonious "chord" with them, made apparent when they gave you a standing ovation!

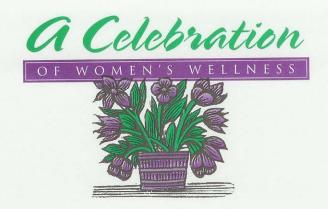
You also cleverly incorporated your payroll rap into our musical theme—it was just what we needed! Talk about customizing! Not only are you extremely talented, you are a shining example for all humorous and speaking professions of what special care groups want. And your message of "don't get mad, get funny" found its way to the top of our charts.

I enjoyed how comfortable you are in front of an audience—that when you had a "prop malfunction" and the easel fell, your spontaneity made the stagehand part of the act.

Thank you again for sharing your amazing talent and creativity with us! Your tremendous contribution helped make this year's Congress a huge success!

Wishing you all the best,

Dan Maddux Executive Director



May 15, 2002

Judy Carter Comedy Workshops

Dear Judy:

As I told your agent, you were an absolutely terrific speaker--VERY funny but with a profound message. A quick scan through the evaluations filled out by our attendees shows you rated almost all 5s--the top score.

Also, everyone with whom you came in contact fell in love with you. You are naturally funny, very considerate of others, very gracious--just a wonderful person.

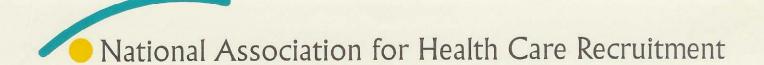
Let me know if anyone ever wants a recommendation. They will hear a great recommendation for you from us!

Sincerely,

Judith Buethe

Celebration Coordinator





October 26, 2000

Judy Carter New Information 2248 South Forest The Broadmor Place Tempe, Arizona 85282

Dear Judy:

On behalf of the National Association for Health Care Recruitment, I want to thank you for presenting at the our annual conference, "Image 2000: A Capital Millennium" in Washington D.C.! You did an excellent job, and we can't thank you enough for contributing to the success of our conference. It is only because experts like you are willing to share your expertise with our members that we may provide the high quality education programs that we do!

I have enclosed a copy of the compilation of evaluations on your presentation, and if you allowed us to tape your presentation, a copy of the tape. If you have any questions, please contact me. Thanks, again!

Sincerely,

Cathy

Cathy Allman, RN, MSN Executive Director

Enclosures



THE CENTER FOR THE PARTIALLY SIGHTED

"BECAUSE THERE'S HOPE IN SIGHT"

720 WILSHIRE BLVD., SUITE 200 • SANTA MONICA, CA 90401-1713

213-458-3501 • FAX 213-458-8179

Ms. Judy Carter

Dear Judy,

Thank you so much for your part in making the comedy benefit for The Center for the Partially Sighted and All Saints AIDS Service Center such a success. The proceeds from the benefit will be used to provide additional Education and Support Groups for clients of All Saints AIDS Service Center and The Center for the Partially Sighted.

Everyone had a wonderful time. They say that laughter is the best medicine, so the audience must have enjoyed a lot of healing Sunday night. I know I certainly felt rejuvenated. David, Marty, Sue, and Larry were excellent! I am impressed with all of your ability to relieve so much pain with the perspective of a good laugh. The winner of your training session certainly got a bargain.

Thank you again on behalf of those who are facing a vision loss while also coping with the demands of living with AIDS. I would love to show you what we do at the Center to help the visually impaired. Let me know if you would like to arrange a tour.

Best regards,

LaDonna S. Ringering, Ph.D.

Executive Director



A member of Henry Ford Trinity Health Network 15855 Nineteen Mile Road Clinton Township, MI 48038 (810) 263-2300 www.stioe-macomb.com

November 3, 2003

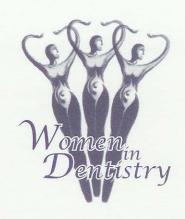
Dear Judy,

We at St. Joseph's Mercy Hospital just wanted to touch base and tell you we had fantastic feedback from your October 16th show! You are certainly one of the best presenters we've had over the last 10 years. Those 1100 women can be a tough crowd but you won them over with your wonderful mixture of humor and grace.

Thank you for sharing not only your gift of laughter but your wonderful spirit! You are a stellar comedian and a wonderful person. We had a great time getting to know you.

Sincerely,

Gail Gardner and Lorna Bender St. Joseph's Mercy Hospital



October 8, 2001

Ms. Judy Carter Comedy Workshop Productions

Dear Judy:

Bravo! Thank you from the hearts of Women in Dentistry for the outstanding luncheon presentation, "Laughing Your Way Out of Stress". The comments from our participants were exceptional. The laughter and enthusiasm you generated was refreshing. The message you delivered helped the women in our profession to realize that we all share the same fears, concerns and struggles. It brought women in dentistry closer together. Women were leaving the presentation holding each other and holding their bellies from laughter.

Again, thank you for helping to create a special and memorable Women in Dentistry 2001 Professional Conference & Exhibition. I highly recommend your spirited presentation. We look forward to inviting you back for future dental professional events.

Sincerely,

Lisa Saiia Founder

California Association for Health Services at Home

723 S Street, Sacramento, CA 95814 (916) 443-8055 fax (916) 443-0652 www.cahsah.org



June 3, 2002

Judy Carter Comedy Workshop Productions

Dear Judy:

Woo, whooooo! Thank you for acting as the closing assembly presenter at CAHSAH's 2002 Annual Conference & Home Care Expo Clues to Success ... Solving the Mystery of Home Care at the Pasadena Conference Center.

You "brought the house down" with your blend of comedic wit, words of inspiration and insight into the true meaning of home health care. And, lest I forget that snappy musical tune you penned just for our conference ... the CAHSAH Home Care Rap. That was hilarious and quite a hit! It was a pleasure to see our attendees leave after a three day conference with smiles on their faces. With all the presentations scheduled at the conference, I know that your presentation will be the one most remembered!

In the several years I've been with CAHSAH, we have typically taken the "safe route" with conference keynote closing speakers. Yet, I am so glad that I came across your promo videotape, watched it and encouraged the Conference Planning Committee to recruit your services. Several committee members are convinced that you need to return to our next annual conference!

I also appreciate the time you devoted to learning what our association does, and also for sharing your personal experience with home care. That, of course, endeared you to our members even more. Should you ever need a referral for other home care related information, you know where to find me!

Again, thank you for your unique contribution to our conference!

Sincerely,

Barbara Souza

Conference Coordinator



630 852 1800 630 852 3200 (fax) 888 637 4848 (toll free)

Ms. Judy Carter Comedy Workshop

5-16-2000

Dear Judy,

Thank you again for the wonderful presentation at the Midwest Claim Conference. We have reviewed the evaluation forms from the attendees and I am happy to say that you were an overwhelming success at both the lunch and breakout sessions. I particularly appreciated how you were able to customize your material to fit the needs of our group.

It takes courage to share parts of ourselves with strangers and I wanted you to know that there were several people in the audience who could identify with your story about your mom and appreciated your openness.

Good luck with everything you have going and thank you again for all the laughs. Please feel free to use my name and phone number as a reference...not that you need one. I will be looking for you on TV in the future. If you happened to have an autographed picture around I would love to "hang" you on my wall of fame here at the office.

Sincerely,

Heidi Litton

Midwest Claim Conference, Program Chair 2000

PS-Thank you for the tee shirt and book.

Hivi Laton