

THE NOUR GROUP, INC.
RELATIONSHIPECONOMICS® KEYNOTE
SAMPLE ATTENDEE COMMENTS



Ford & Harrison Mid Year Meeting - Saturday, June 10, 2006

“Great ideas – learned a number of practical tools to better my follow up. Also appreciated the results of your investment in our firm” – Kay Wolf, Orlando

“You got me to think more creatively about relationships. Liked best your high energy style and willingness to immerse yourself in our firm. I’ll work harder to lead by example and immerse myself in client organizations” – Peter Petesch, Washington, D.C.

“Excellent description of a systematic platform for developing and maintaining positive and relevant and mutually beneficial relationships – the entire program was well done” – John Bowen, Minneapolis

“Timely reminder of importance of relationships in my professional life – you kept my attention with a great topic; excellent speaker!” – Sarah Pierce Wimberly, Atlanta

“You made me feel better about the way I interact with professional contacts in a personal fashion. Liked the metrics and will modify my outlook categories first!” – Jennifer Moore, Tampa

“That I-K-T is what I didn’t know. Liked everything about David’s presentation” - David Hagaman, Atlanta

“I learned a great deal more about the importance of relationships and how to develop them. Will use the ‘3 touch’ rule first” – Charlie Williams, Orlando

“I understood the importance of building long-term, substantial relationships. Your advice on how to establish those relationships as well as the explanation of why it’s important, and the return on those investments were very valuable. I will update my client list and make contact with people I’ve lost touch with first” – Emily Bjorkmman, Memphis

“I valued learning to invest before asking for favors. You kept my attention with a passionate message” – Ray Martinez, Dallas

“You provided a context in which to understand relationship-building much better; great speaker – very engaging” – Colleen Rea - Denver

“I learned how to become an ‘investor’ rather than simply a ‘giver’ – the tips for the outlook contacts were great” – Steve Ventura, Orlando

“You provided a renewed focus on an important subject; specific and practical ways to achieve success – very dynamic” – Arnold Pearl, Memphis

“Very high value, very interesting, great tips – I need to clean up my Outlook and schedule coffee meetings with key contacts” – Jeff Harrison, Memphis

“Very valuable reminder of the importance of relationships; you zeroed in on specifics – well presented” – Claude Sullivan, Atlanta

“Really liked the fact that your process was simple yet focused on ‘IKT’ – often lose track of simple techniques” – Kathryn Pascover, Memphis

“Enjoyed the realistic plan with practicality; liked best the recognition that you are more than just what you do” – Delane Smith, Memphis

“Found value in the practical advise that is easily applicable to everyday situations; will definitely use the top 10 list” – Jesse Caryl - LA

“Great reminder of the importance of investing in relationships; really liked the practical applications, your energy and success with the strategy you shared with us” – Deleise Lindsay, Atlanta

“You helped me place the concepts in context; liked the organization of the presentation best and will use the Rule of 3” – Herb Gerson, Memphis

“I valued the concrete ideas that can be implemented by a plan; liked the energy and the high level of interaction. Will use diversity, follow up, deposits and returns” – Steve Stastny, Birmingham

“I valued the notion of building relationships first, then focusing on building business; will use the Rule of 3 first” – Ellen Ham, Miami

“Great value in the reminder of the importance of relationship currency; absolutely kept me engaged which is hard to do early am – very engaging” – Tammie Rattray, Tampa

“Liked the Relationship Pyramid the best; will definately use the thank you letter ideas and the Rule of 3” - Elizabeth Grande, Minneapolis

“I realized that common sense ideas can create a strong client base. Also to focus on creating goals not mantras – David is a dynamic speaker and I will definitely use the Top 10 list of things to do” - Travis Foust, Atlanta

“Solid value in understanding the investment principles of relationship building; liked the specific strategies for building relationships and concrete examples and suggestions which I can implement” - Penny Wofford, Spartanburg

“You motivated me to work to be better at relationship building. I am not strong at this and want to get better” - Bill Hiers, Atlanta

“You introduced some new ideas regarding valuable relationship building; I will pick out 2-3 key contacts from my “relationship bank” and make a deposit with them first” – Michelle Harkavy, Memphis

“Very interesting, thought provoking ideas; liked the Rule of 3 best, and will start by putting I place time to invest first” – Todd Jewett, Washington, D.C.

“Valued the investment concepts – it verbalizes what we may know intuitively; really liked the plan for how to increase the value of relationships” – Wade Ballard, Spartanburg

“You presented real strategies to make relationships work, including a much better understanding of the real value of relationships; I will go through my contacts, updated, organize and prioritize them and look into LinkedIn – thanks” – David Pincus, Washington, D.C.

“You gave me reasonable, straight-forward approach to relationship building with very helpful hits to simplify building more contacts and converting them to more business” – Clay Keim, Spartanburg

“Your session not only validated my hard work I developing and maintaining relationships, but also the importance of it; you also gave me great ideas on how to maintain and improve that function – concise, strategic, and very relevant to this audience and profession” – Chris Chiames, Washington, D.C.

“You reinforced that business is based on personal relationships; great ideas on organizing your relationship building process” – Ron Kimzey, Atlanta