



ABN 84 052 705 589

Thursday 26th November, 2009

Mr Tim Broadbent
CBD Profit Solutions
3/1 Dan Street
Capalaba QLD 4157

Dear Tim

I wanted to take a moment to say thank you for the two focus sessions we recently did on my business.

My goal was to increase the profitability of the business and achieve a greater RÖTI – Return on my time invested. During the two focus sessions, you helped me to gain a greater understanding in the following areas:-

- Highest value activities
- Breaking my desired annual income into hourly charge out rates
- Improving my efficiency through systemising my processes
- Gaining focus on what is most important
- Packaging my products to make it easier for clients to buy
- Creating leverage to increase earnings / reduce time input

As a small business owner/operator, at times we are so busy working in the business we don't always see things that can seem very obvious to someone with your experience and skills. Your advice is absolutely appreciated and will be applied in my business to create a more prosperous and rewarding experience in the future.

I would be happy to recommend your services to any prospective client who would like assistance in helping their business and themselves personally to be the best they can be.

Kind regards

Naomi Smith

Principal