



RE: REFERRAL LETTER FOR LUMINOSITY COACHING, LLC – DIANNE SAVOIE

To Whom It May Concern:

I am very pleased that I made the decision to engage the services of Luminosity Coaching, LLC, over the past 2+ years. Dianne Savoie, as my coach, has provided me with the tools, affirmation, and encouragement to emphasize my strengths and overcome my blocks despite my resistance and fears.

One area where I was blocked was how I presented my services. I was not adequately presenting all the options for how clients can do business with me. Dianne helped me to get comfortable enough with the ideas to implement a process which provides options to my clients; which might lead to more recurring revenue. The client would make that decision instead of me making it for them. By suggesting that I make this mindset shift by taking small steps at a time; these are the results:

I now effectively:

- Articulate the benefits of various approaches.
- Anticipate and prepare for possible questions and objections.
- Develop an approach, which makes whatever option they choose a "win" situation for them.

Within 17 months of taking this action with my clients: ***the recurring revenue from this area of my business has grown by over 20 fold and thereby significantly increased the value of my practice.***

In addition, I provide clients with regular seminars. Dianne has facilitated at these workshops where she has repeatedly demonstrated her talent in enlightening and engaging the audience.

I am now a committed believer in engaging a skilled, certified, corporate coach, which has increased my productivity, leadership skills, and overall business. I strongly recommend Luminosity Coaching, LLC and Dianne Savoie.

Sincerely,

Lewis J. Forbes, Jr.
President