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May 12, 2006

Avish Parashar
2801 Pennsylvania Avenue, #205A
Philadelphia, PA 19130

Dear Avish,

Thank you for presenting your "Improv Comedy for Pharmaceutical Sales" workshop on as part of our Institutional Sales Team's training week on April 5. I thought the session went very well and my team got a lot out of it.

Your ideas around using improvisational comedy ideas in pharmaceutical sales were fun, funny, enjoyable, and extremely valuable for my sales team. Some of the most valuable ideas you got across were how to listen effectively, how to brainstorm more effectively (to get greater access to doctors, among other things), and how to think in terms of "yes and..." instead of "yes but..." to communicate effectively and get around obstacles. The team used some of the ideas, such as saying, "yes, and..." instead of "yes, but," for the rest of the training week.

This was an experienced group of sales professionals (some have been in sales for thirty years) that have been through many training sessions, and yet they still walked away with new ideas that they can use in the field. Now it's easy for me to say that so here's what some of my team had to say on the evaluations.

"I found the entire presentation useful in my daily work as well as my personal life. This is a very beneficial training session and would like to see it adopted across the sales forces."

"This workshop was entertaining yet thought provoking; makes me look at my sales call in a different light."

"Great mind opener and thought process instigators. Avish takes you out of the 'shell' of your job and gives you the skills necessary to go into the sale from a completely different angle."

"Very entertaining yet valuable information and techniques that are applicable to my work. Avish helped me to re-examine thought processes for brainstorming and being creative."

"Very Good. New ways of looking at communication." "His ideas are very current and applicable to our daily activities. New and fun ways of learning communication techniques."

"Very informative. Different perspectives and fresh new ideas from an outside unbiased source. I loved the session on differentiating and adding value. All skills learned today will be helpful."

"This session added value to me and my career as a sales professional. We can always improve on our listening, rapport building, and communication skills."

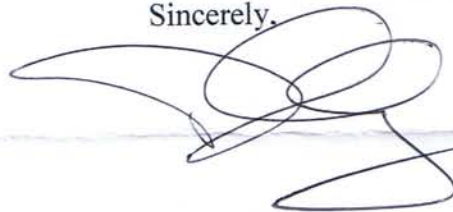
"A lot of the thought processing was out of the norm for sales training - needed and effective"

"Very witty and insightful. The presentation can easily be adaptable to any industry. Avish is brilliant and his concepts will definitely help to expand your comfort level with the thought process of communication."

I can't remember when I've seen a training program get such unanimous praise.

Thank you again, and I would recommend that any team looking to get an edge in a unique, fun, interactive, and refreshing way would absolutely benefit from working with you.

Sincerely,

A handwritten signature in black ink, consisting of several overlapping loops and a long horizontal stroke extending to the left.

Douglas Woolley
National Sales Director,
Institutional Specialist
Reliant Pharmaceuticals, Inc.



Dear Avish,

Thank you for working with us and delivering the excellent customer service training program for the ShopRite of Eddystone, PA. You put together a nice program that was well received by employees and management alike.

You worked with a challenging group of individuals who were not familiar with this kind of training and managed to impress upon them the importance of customer service while giving them techniques to make sure they delivered excellent service. One executive who sat in on a session commented, *"He got a lot farther with them than I thought possible."*

The feedback from attendees is exciting. Some of the comments include:

"Every store dealing directly with the public should send their employees through this class. A+!"

"He was fun and serious. He gave a lot to the class. He deserves a raise."

"Great job Avish. You kept it interesting enough so that it was informative but not boring."

This is the first training of this type delivered on a large scale to this new ShopRite and the response has been amazing. Thank you for putting together and delivering the training on such short notice. I look forward to working with you again on future projects.

Sincerely,

Beth Margulis
Director
JEVS' Customer Service Workforce Initiatives



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Avish Parashar
2801 Pennsylvania Avenue, #205A
Philadelphia, PA 19130

June 21, 2005

Dear Avish,

Thank you for the well-presented and valuable speech you gave at the March meeting of Jewish Employment and Vocational Service's (JEVS') Employer Exchange. At this meeting, you spoke to JEVS job developers and job counselors about the importance of teamwork and how they can act as positive, contributing members of any group to which they may belong.

Your presentation was inspirational and innovative. Most importantly, it was fun and humorous. Everyone in attendance was laughing and nodding along. It was obvious you were holding attendees' attention while imparting important information regarding group dynamics and how we operate as individuals within a group.

Your common sense approach along with the improv exercises combined to create an interactive and high-energy session. You gave simple but useful techniques that many of us will be able to use to improve our teamwork and productivity. The use of improv comedy added laughter, while making the session thought provoking.

The participants had a wonderful experience, and felt that they could take away some important skills to use in their work. In fact, I personally referenced your speech during the April Employer Exchange meeting when members were discussing sharing sensitive information. This reference led to a discussion regarding risk-taking within a group, and possessing self-trust, as well as the ability and confidence to trust others. Everyone in the room who heard your speech was able to reflect upon the lessons they gleaned from your presentation and apply it to a real-life work scenario.

All in all, it was a phenomenal speech, and you are a great presenter. The speech was motivating and, because of your high-energy and creative presentation style, the message will most definitely remain with audience members for future on-the-job application. Thank you again.

Sincerely,


Marni Honigman
Business Development Specialist



Triage Mediation Services Inc.

David B. Harwi, Esq.
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George Reath, Jr., Esq.
Senior Vice President

November 3, 2005

Avish Parashar
2801 Pennsylvania Avenue, #205A
Philadelphia, PA 19130

Dear Avish,

Thank you for your well-presented and valuable speech, "Improvised Creativity and Brainstorming," at our September 9th meeting of the Alternative Dispute Resolution Committee of the Philadelphia Bar Association. Your presentation was entertaining, informative, and energizing.

As Chair of the Alternative Dispute Resolution Committee I was looking for a unique way to help mediators brainstorm more effectively, and your use of improvisational comedy provided a fresh perspective. You also did a nice job of combining humor with real-world practical advice.

The audience interaction kept the session engaging and interesting for all the attendees. Particularly useful was how you had the audience work on an existing problem during the session itself.

I have received some great feedback from the event, and hope to bring in similarly interesting programs in the future.

Thank you again. You provided a nice change of pace, and I think any association looking to mix up their programming with some fun but valuable content should definitely consider using you.

Sincerely,

David B. Harwi