



Profiles International, Inc.
Attn: Deiric McCann
5205 Lake Shore Drive
Waco, TX 76710

CIBA Vision Corporation
11460 Johns Creek Parkway
Duluth, Georgia 30097-1556

Dear Mr. McCann,

I'd like to thank Profiles International for their excellent work on the case study we have been using with the Lens Care Group. These are the forty-five sales representatives who took a product line from \$80,000/month (or a million a year) to \$1 million a month in six months. They projected \$7 million the first year and ended up at \$10.5 million. Sales Director of the Lens Group happily reports that they projected \$17 million and will end up the year at \$21.5 – 22.0 million! That's doubling the sales the second year!

We couldn't have done it without Profile XT. That's what happens with a tight benchmark and the proper use of the assessment.

Sincerely,

A handwritten signature in black ink that reads "Stephen Osbaldeston".

Stephen J. Osbaldeston
President
Global Lens Care Business

NOTICE!

Please respect the time and
generosity of our client.
Our clients send us letters
expressing their appreciation
for our products.
They request:
Please! No Phone Calls!