



MARCH 30, 2011

"When I first met Ann she told me that if I hired her, she could assist me with securing co-op funds in addition to what I had traditionally been receiving. I will admit that I was skeptical. This is what she promised:

- 1) She would identify the vendors that we currently were not receiving funds from, find out what their program consisted of while documenting everything.
- 2) She would then work with my advertising manager to ensure that we secured every last dollar we were entitled to and to keep an accounting of the fund balance throughout the year.
- 3) If we didn't have a media plan in place, she would create one and submit it to the manufacturer for their approval.
- 4) Bottom Line: Ann assured me that she wouldn't leave any money on the table.

If she could do what she promised, I would be a fool not to hire her. I am not a fool. I hired Ann two years ago, she has done what she said she would do and I would recommend her to anyone, except my competition. She's that good..."

## John Krueger, President

HEP SALES / NORTH MAIN LUMBER

"Ann Spinosa is one of my valued vendors. We've worked together on many non-tradition advertising projects over the years, and I've come to depend on her ability to deliver the goods. She covers all the bases; seamlessly working with printers, designers, installers and staff members, and the results is a high-quality finished product. I have the utmost confidence in her abilities, and am consistently impressed by her skills at the negotiation table."

## Digby Clements, Senior Vice President

Oppenheimer Funds / Rochester

"I have worked with Ann Spinosa for the past 3 years and she quickly won my respect. I have found her collaborative process to be seamless and of the highest quality. She fully understands the co-op world and is highly proficient in making it work to meet my company's needs. When I call her, she gets back to me the same day. Her immediate response always provides me with the answer I need, when I need them. Best Volvo owners, Dick Harby and Gerry Wilmont have been very pleased with her attention to their business for more than 8 years."

## Rodney Bundschuh, Sales Manager

Best Volvo of Rochester