



COMMANDING OFFICER
NAVY RECRUITING DISTRICT SEATTLE
2901 THIRD AVENUE, SUITE 250
SEATTLE WA 98121-1042

June 21, 2004

Ingvar Grimsmo
816 East Front St.
Lynden, Wa. 98264
(360) 354-1026

Dear Mr. Grimsmo

Thank you for your support of the U.S. Navy and U.S Navy Recruiting.

Your recent presentation to my Recruiters on June 11th was enthusiastically received. It is clear your ethical, and social influences keyed on are important topics. Along with noting the Human Differences in your presentation, these often-missed motivational cues are vitally important to cultivation of building a Win-Win sales relationship. This common sense approach matches well with our style of sales in this ethical world of recruiting American youth today. Our recruiters learned valuable insight which will assist them greatly in their challenge.

Again, thanks for your support of Your Navy and Your Country in this manner. If everyone helped as you do, this country would be better off. We have a term in the Navy that means well done! When this occurs we say BZ or Bravo Zulu - Ingvar Grimsmo, you have earned a BZ!

Sincerely,

D. M. Leingang
Commander, U.S. Navy