



June 2016

To Whom It May Concern:

Ryan has been an integral part in my success and my ability to lead. The LMI EPP program helped me to understand how important it is to set goals, build a healthier team environment and to learn how to delegate more effectively and efficiently. Ryan is very understanding, knowledgeable, caring and patient. He can get the best out of any personality.

As a team and store leader within Sleep Therapeutics I was able to achieve the following through the lessons in the Effective Productivity Program

- *A monthly sales increase of **19%**. Enabling us to have our best month in store history*
- *A monthly quarterly sales conversion rate increase of **16%**.*
- *A job promotion! My store was doing so well from my goal setting and improved leadership that I was promoted to National Director of Standards for the entire Company.*

I would highly recommend LMI's programs and process to anyone looking to gain a distinctive edge in their business and personal lives.

Thank you Ryan!  
Jennifer Archibald-Zielke  
**National Director of Standards**  
**Sleep Therapeutics**