



Dear Marcel:

As a leading simulcast facility in the world's largest casino, The Ultimate Race Book depends on having knowledgeable Players who can consistently pick Winners and therefore ensure themselves of an enjoyable gaming experience as well as an increase in their bankroll so they may continue to pursue their entertainment and the action.

Having you come to Foxwoods to present seminars on "The Do's & Don'ts of Greyhound Racing" greatly helped us in our goal to help give our Players an edge by making informed decisions during their handicapping process.

Following your seminars, we immediately started getting positive feedback from our Players and inquiries about when you would be returning. The seminar was well received and we look forward to future appearances.

As most Greyhound Players are aware, the tracks in the Northeast, (*Twin River, Raynham, & Wonderland*) have recently closed. Your seminars have given our "local" Players more confidence to wager at the other Greyhound tracks that we offer: *Derby Lane, Flagler, Gulf, Mardi Gras, Jacksonville-Orange, Palm Beach, Tucson, & Wheeling*. Initially, this was a major intention in our invitation for you to appear. Since your seminars, we have not only increased action in the other greyhound tracks, but we have even had a few Horse Players give a go at Greyhounds after they sat in at the free seminar. An unexpected benefit.

I must praise you on your complete professionalism in the running of these seminars:

- You came fully prepared with material, handouts, slideshows, etc., and brought much of your own A/V equipment.
- You made an immediate connection with your audience.
- You were able to cover many key points in a short period due to all of your prior preparation.
- You were masterful at adapting your presentation to the broad range of Players - both novice and experienced.
- You stayed on well beyond the end of the seminar to meet one-on-one in personal consultations.
- The set-up and breakdown was flawless.
- Also, in the true spirit of "the show must go on", you persevered in spite of an unanticipated acute medical condition that could have justifiably shut down the event.

Needless to say, I fully extend my highest personal endorsement to Marcel for any future engagements and look forward to working with him again in the near future.

Thank you and keep up the great effort to educate the Greyhound Players of the world !

Nanz Zirolfsky

Race Book Manager, The Ultimate Race Book

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