



## Route Three Insurance & Financial Services—USA/Canada

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Dave Racer  
Alethos Press LLC  
PO Box 600160  
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**PUBLIC GROUPS**

Dear Dave:

Congratulations on the great response you are getting from groups across the country. I know that California agents who have heard your talk, "Preparing Agents for the Revolution in Health Care Reform," are still buzzing about it.

As you know, my company brought you to California last fall, and we sponsored your talks at Cuesta College and Fresno State. Those who attended were ready to come back for more and, in fact, some did when you spoke to agents in Pismo Beach. Those agents gobbled up copies of Your Health Matters, and like me, have been distributing them to clients, policy-makers, media, and anyone else who will listen.

Recently I spoke with David Fear, President of NAHU. He told me that not only does he know you, but that he passes out FACTS: Not Fiction on a regular basis. That is a strong endorsement.

Agents have also begun bringing you in to do client meetings. That makes sense to me, because no one is better able to explain what is going on with health care to every day Americans than you. You are so good at combining bucketfuls of facts with humor, and that keeps your talks moving; even motivational.

Thanks for keeping me updated on your speaking schedule. I will do everything I can to get others to invite you back to California.

Sincerely,

A handwritten signature in green ink, appearing to read 'Ralph Weber', with a long horizontal flourish extending to the right.

Ralph Weber, CFP®, REBC  
President