



CREATOR OF THE SLEEP NUMBER® BED

November 20, 2007

Jason,

I just wanted to send a note of thanks for working with myself and the Select Comfort team over the course of 5 years. I have found you to be very helpful in offering practical advice and getting results for real world problems.

You have been helpful in evaluating what type of person is ideal for our sales job, and whether our current staff possesses the skills & abilities needed to perform. I have appreciated the very insightful diagnostic instruments you have used to assess our talent and the application of good sound judgment to make recommendations. As you know in some cases were different than either of us has suspected prior to starting the project. We appreciate the value you brought when you were engaged to diagnose our management structure and management personnel, which has ultimately led to coaching those managers to improve.

Personally you have also been a reliable sounding board for me as the business continues to grow and change. It is comforting to have a knowledgeable ear, one who is not reluctant to give you the straight story (even when you don't want to hear it).

I look forward to continue to use your services into the future, because you love what you do and are good at it.

If anyone is considering your services, please let them know that it is with full faith and confidence that I recommend you in the areas of sales strategy and tactics, and leadership coaching and development.

Sincerely,

Jim Gaboury
VP-Business Manager Direct & Dotcom