



June 26, 2006

Creative Golf Marketing & Management  
206 Southwind Place  
Suite 2A  
Manhattan, KS 66503

To Whom It May Concern:

I enthusiastically furnish this letter of reference for Steve Graves, and Creative Golf Marketing. Steve Graves is an animated speaker who knows his market thoroughly. He presented his program to us in a way that had everybody excited to participate, and it delivered results. We managed to increase our membership exponentially during the off season winter months, with our golf course under construction.

The program we followed was outlined beautifully and the Creative Golf Marketing staff was always available to answer any questions that came up during the program. They were very professional and efficient. They gave ideas and advice on everything from tracking lists, to fielding questions from members. Not only was the program very successful, working with Steve Graves, and his team was truly a pleasure.

Even following our membership drive, Steve Graves' expertise in club marketing has been instrumental in assisting our Membership Director and me in developing future marketing initiatives.

Our membership has also had very positive experiences with the Private Club Network. I'm pleased to have been able to provide this value added service to our membership.

I would highly recommend Steve Graves and his team to any Club professionals looking to increase their membership. His insight into club marketing is remarkable, and I feel very fortunate to have worked with him.

Sincerely,

Ray Armini, CCM  
General Manager/COO  
Porters Neck Country Club

## PORTERS NECK COUNTRY CLUB

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