



Shuttle Meadow Country Club, Inc.

October 24, 2006

51 RANDECKERS LANE
KENSINGTON, CT 06037
Phone 860-229-6000

Mr. Otto Hartman
Creative Golf Marketing & Management, Inc.
206 Southwind Place, Suite 2A
Manhattan, KS 66503

Dear Otto,

It is with a great deal of pleasure that I write this letter to you and your company.

At the beginning of 2006 Shuttle Meadow Country Club was in a membership crisis. Our membership rolls had been in a steady decline since 2001 and nothing that we had done to increase membership had worked.

Our board decided that we needed some professional help in our quest to increase our membership and steady our financial situation.

After much investigation we decided to engage the resources and expertise that Creative Golf Marketing had developed through it's many successful membership drives at other private golf clubs throughout the United States.

In truth many of our members were not confident that any program for new members would work given the demographic, economic and social environment that we faced here in central Connecticut.

However, Creative Golf Marketing's member driven plan not only worked but also greatly exceeded our goals.

We added over 80 new members through current member referrals only. Your incentive program was the linchpin of the program along with a slight reduction of our initiation fees.

The Governing Committee and I cannot thank you enough for your assistance and professionalism.

I have personally taken it upon myself to give your name to many other clubs in Connecticut whose leaders were amazed at our success.

The retention of these new members is now our responsibility. And, we look forward to the challenge.

These new members have energized our entire membership and have led to many positive changes in how we communicate and plan for our members needs.

Thank you and Creative Golf Marketing once again for your help.

Sincerely,

Gary M. Lukens, President