



5th December 2007

Dear Ralph

I am writing you a quick note to congratulate you on your recent success in being awarded the status of Mastery Graduates of the Added Value Network, the elite tier of our network, following successful completion of the Durham Business School element. This marks you out as one of the leading firms in the network, trained to deliver business growth assistance and advice helping your clients to make (and indeed retain) more money.

I am also delighted to confirm your unique achievement in taking four team members through the course. No other firm has managed this to date. This shows a huge commitment to the training and personal development of your team, the underpinning of great advice to clients.

I know from my own dealings with your firm, what a great firm you are and that you fully subscribe to our vision of proactive help to owner managed businesses allied to great levels of client service helping to make UK owner manager businesses much more successful and enjoyable to run. Any clients, who are lucky enough to be accepted to your client list, as I know your success is forcing you to be much more selective, are in a truly fortunate position.

Regards

S Pipe FCA
Chairman
AVN