



September 6, 2012

Dear NexGen,

I would like to complement the work that Shannon Brown did for us on our recent Salesforce.com project. We hired NexGen after another Salesforce.com partner was not meeting our needs and Shannon stepped in, lead the project and was able to deliver what we needed within the agreed upon price. She is a very good business analyst who excels at listening and asking the right questions at the right time. Some of the activities that she did for us are:

1. Re-Architect the environment by migrating off of our previous vendors' template onto custom objects that you built. Included in this is the migration of data into these new custom objects.
2. Setting up Referral Tracking to see who our best lead sources are
3. Creation of Record Types to make our application easier to use
4. User Training and Report/Dashboard Training

Feel free to forward my letter onto any other Financial Services company that is looking for an excellent Salesforce.com partner.

Thanks again,

A handwritten signature in black ink, consisting of several loops and a long horizontal stroke at the end, written over the text "Thanks again,".

Richard Finch  
President

GREEN SQUARE CAPITAL LLC