



1701 Duke Street  
Suite 425  
Alexandria, VA 22314  
703.504.9600  
monumentwealthmanagement.com

November 29, 2012

Donald Hampton  
NexGen Consultants

Dear Donald,

Thank you very much for your help with our Salesforce.com project. We previously had access to Salesforce.com, but it was not meeting our specific needs. Todd DeRosa was able to understand our needs and implement the following:

- Build custom workflows
- Additional customization and configuration
- Reporting
- Data conversion to assist with the new data structure

We were able to successfully reach all of our goals in a timely manner and NexGen was a pleasure to work with. I would highly recommend NexGen Consultants to any wealth management company looking for a Salesforce.com partner.

Sincerely,

A handwritten signature in blue ink, appearing to read 'D Armstrong', with a large, stylized flourish extending to the right.

David Armstrong  
David.armstrong@monumentwm.com