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To Whom it May Concern

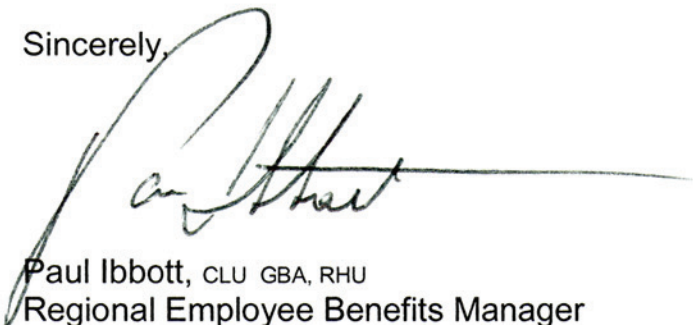
Len MacLachlan, RHU, of LBM Consulting Ltd , has conducted business with our company for the past 17 years.

Over that time he has built a strong and stable block of Group Insurance clientele Clients have given us very positive feedback regarding Len's ability to service his customers, and his level of knowledge

In 2001, 2002, 2003, 2004, 2005, 2006, 2008, 2009 and again in 2010 Len qualified for the elite **Executive Selectpac Club** (a track record shared by only a handful of Employee Benefits advisors in Canada) Group Insurance representatives are awarded membership when they demonstrate the highest levels of professional commitment in the Group Insurance marketplace

I have no hesitation recommending Len to your company as a representative for your Group Insurance needs

Sincerely,



Paul Ibbott, CLU GBA, RHU
Regional Employee Benefits Manager