

Focus Pointe Financial, LLC.

Planning, Asset Management & Services
For Business and Individual Clients

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September 8, 2009

Tracy Oddson
Portland, Oregon

Dear Tracy:

This is a letter of introduction and recommendation for Diane M. Hess, who has served as a Personal Assistant here for four years.

Diane's main duties have been to assist in retrieving monthly investment reports, account statements, entering payables in Quicken, checking key documents for accuracy, and managing incoming and outgoing correspondence. In addition, Diane is developing a procedure manual to improve the flow of paperwork and keep us on task.

She has been very quick to learn, ready to improvise when necessary, and eager to accept responsibility. Ms. Hess is one of high standards, integrity and work ethic. As a testament to the level of trust I have in her, she has complete access to confidential client information. In the industry that I am in, the significance of that cannot be understated.

I do believe that if you are looking for a confident assistant who stands up to a challenge and holds herself accountable for any short comings, you will find those qualities and much more in Ms. Hess. If you have any further questions regarding Diane's work performance, do not hesitate to contact me at 919-805-3225.

Sincerely,



Lance R. Ray, CFP®
Registered Principal
Investment Advisor Representative

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