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Mike Inman
TableForce

Having used TableForce multiple times in various businesses with both my sales and purchasing organizations, it was once again a pleasure to have you work with the sales team here at Trina Solar.

I really appreciate your ability to teach:

- Americans to get culturally comfortable with negotiating
- Finding the win-win situation in any negotiation
- Creating a negotiation strategy and position to maximize value in a negotiation

Beyond the "what," your "how," a very interactive style heavy with role-plays for the class, including diagnosis and debrief, is fun and useful. You guys keep perfecting your content, updating it, adapting it and making it relevant to my business. Having worked with you guys for over 10 years now in several different industries you always make it worthwhile.

I wanted to share with you an email I recently received from one of my employees. He related how he was able to use what he learned in the class to lower the cost of some work he was having contracted on his private home. He was very appreciative of being able to attend the class.

As far as my business goes, prices and volumes are up. You should have negotiated a commission on our increased sales from the training. Wait, I think you did ask for that! Thanks again.

Hope to see you again soon.

Sincerely,

Mark Mendenhall
President Americas – Trina Solar