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Subject: Future Distribution

To: "Cathy Howse" <chowse9202@yahoo.com>

Hi Ms. Howse,

My name is Marsha Evans and I had the privilege of meeting you on Saturday in Harlem at your 11:00am seminar. I did not get the opportunity to tell you that I have been using your product for almost two years now. And I noticed within 4 weeks a major change in my hair. Your book was so informative that I couldn't believe all the damaging things that I did to my hair.

I received my cosmetology license in 1998, but I have not been in the field at all. I have been trapped in the world of financing and my salary has been good. It was not until a few months ago I got serious again about starting my own hair salon. I agree with you 100% about the hair stylist not caring enough about the client's hair, and their only concern is making money. I observe in many many beauty salons things that they do wrong. I am convince that they create these problems to make you keep coming back. Over the years I have observed so much crap in the industry it is sad. I really feel your book should be in the beauty schools as a required book to read.

I want to create a business that will provide service to African-American women that will keep our hair on our heads. I do understand their will be people that will want to still use double processes, use heated appliances, and not totally do things that are not harmful to their hair. I feel if they are going to still do these things then they need to know what to do in between (Your Products).

I am at the early stage in beginning my business. I just started writing my proposal, and the most important part that I have to figure out is the location. I currently live on the upper west side in Manhattan in the 60's. I want my salon to be located between my home and Harlem.

I am so surprised that your products is not being sold all over the place. I definitely want to be one of the first salon's in New York City that will provide your haircare products to everyone. I know what it takes to run a business, because I have been in Bookkeeping for five years now. And as far as the haircare field I have been reading and observing for many years since I was a young girl. I have always been a person that tries to do what is right in life. I know that their is a wrong way to do things, and a right way to do things. And I found the right way will always create prosperity. So I am starting a business with my financial experience and knowledge on what should be done to provide proper haircare. Once I finish my proposal and apply for grants and loans it should just be a matter of time before the salon would be open.

I will keep you posted on how my salon is developing. I definitely want to sell all your haircare products if possible. Again, I am definitely a student of your teachings. I really admire your ambition and loyalty in what you believe. I am really a firm believer in doing something about the problem. And their are too many crappy salons, and so with that knowledge I need to provide a place of service that does the right thing.