



TBC Financial

Mark N. Maizel
Vice President

November 18, 1999

Mr. Tony McKeon
Principal
Matthew Ryan & Associates
5000 Birch Street
Suite 3000
Newport Beach, CA 92660

Dear Tony:

Words of thanks are not enough to thank you for your assistance. Your step-by-step approach, words of encouragement and calming demeanor allowed me to focus on realizing my goal. The transition has been fast and furious, but exciting, challenging and enjoyable.

Tony, I value the time spent and look forward to continuing our personal and professional relationship.

Please share my thanks and appreciation

Sincerely,

2029 Century Park East • 37th Floor • Los Angeles, CA 90067
TBC Financial conducts securities transactions through TBC Financial & Insurance



POSITRON

November 23, 1999

Mr. Tony McKeon
Matthew Ryan & Associates
5000 Birch Street
Suite 3000
Newport Beach, CA 92660

Dear Tony:

Although I have been successful in sales and marketing for many years, I wasn't prepared to sell and market my most important product ... me. During my career, I focused on the company and it's immediate marketplace, not extending beyond those boundaries into the general business community. When I began my search for my next executive position I was approaching it with unconscious in-competency. I didn't know what I didn't know.

Your coaching, motivating and directing led me to conscious competency. You directed and inspired me to develop a comprehensive marketing program that presented my skills in a positive and professional manner. Your motivational coaching picked me up when I was emotionally down. Your direction aided me in uncovering opportunities that were not apparent previously.

Most importantly, you reminded me of a key skill for success in life, as well as career transition. You reminded me to always consider the other person. Put them first. Understand what their needs are and empathize with them. If you do this then they will be ready to aid you in your needs. Simple. Known by all of us, but so often forgotten.

I thank you for all of your professional and personal assistance. Not only did it help me in securing my present position, but it will continue to aid me in my career and throughout my life. Let's make sure we continue to stay in touch.

Sincerely,

John J. Ariatti
Vice President of Sales and Marketing
Positron Corporation