



To Whom It May Concern,

I take recommendations very seriously, and Rob Jorgensen of Schooley Mitchell has genuinely earned this one.

We engaged Rob to review our telecommunications expenses, somewhat uncertain of what to expect. Tsillan Cellars is a 127-acre wine estate, restaurant and event venue on Lake Chelan's South Shore. We consider ourselves the premier wine destination in the state and were awarded the 2020 Washington Winery of the Year. Our focus is on delivering award-winning wines, cuisine and memorable guest experiences. Analyzing telecom costs simply isn't where our attention should be. We needed someone capable and trustworthy to take that on for us.

The process was remarkably straightforward. After one conversation about our setup and providing access to our invoices and contracts, the team at Schooley Mitchell handled everything. There was no disruption to our operations and no demands on our time.

The outcome significantly exceeded our expectations. Schooley Mitchell identified savings of over 50% on our telecom expenses, and without requiring us to change providers. That kind of result speaks for itself.

Rob brings genuine expertise and professionalism to his work, and the difference he made to our bottom line was very tangible. We were greatly impressed, and we are now working with Rob and Schooley Mitchell to identify further savings in other areas of our business.

For any business that hasn't reviewed its vendor costs recently, I'd encourage a conversation with Rob. Schooley Mitchell's model is simple — if they don't find savings, there's no fee. The process is low effort, and the potential upside is significant.

A handwritten signature in black ink, appearing to read 'Kevin McFadden', written in a cursive style.

Kevin McFadden *General Manager, Tsillan Cellars*