



7 March 2006

Mr. Steve Wintner
Management Consulting Services
22 Paintedcup Court
The Woodlands, TX 77380-1414

RE: Testimonial

To whom it may concern:

As our firm began to grown, Steve Wintner with Management Consulting Services helped us escape from the small firm "mom and pop" mentality into a business model befitting our company growth goals. His management expertise has engaged us to work smarter, not harder, and to encourage an ownership mindset for all of our staff. Steve's business acumen has given our firm the foundation we feel will lead to increased profitability.

Regards,

A handwritten signature in blue ink, appearing to read "Perry N. Harrell".

Perry N. Harrell, AIA, ACHA
President
Harrell Architects, Inc.

PNH/cll



March 1, 2006

Mr. Steve Wintner
Management Consulting Services
22 Painted Cup Court
The Woodlands, TX 77380-1414

RE: Letter of Reference

To Whom It May Concern:

Management Consulting Services and Steve Wintner have assisted our firm with improving our accounting reporting system and process over the last few years. We believe his approach has taken us from a standard reporting system to a more focused reporting approach that provides us with the information needed to both validate our current business practices and continuously enhance our financial stability.

Sincerely,

Kathleen A. English, AIA
Managing Principal

April 12, 2006

MANAGEMENT CONSULTING SERVICES
22 Paintedcup Court
The Woodlands, TX 77380-1414

To Whom It May Concern:

Steve Wintner's Profitability Workshop and his subsequent consulting has made a significant impact on our firm's financial management, cost control, project tracking, performance standards, and profitability. Steve continues to be an important part of our management team.

Sincerely,



Vernon J. Pierce, AIA, Principal
Pierce Architectural Group
Fort Lauderdale, Florida

Design Perspectives

8315 North Brook Lane, Suite 1202
Bethesda, MD 20814-2654

August 22, 2006

Steve,

*Collaborating with you on writing **Financial Management for Design Professionals: The Path to Profitability** has been one of the most satisfying collaborative experiences of my career. The book is among my proudest accomplishments. As the work developed, I was always excited to get revised material from you. Each version of the manuscript, as we passed it back and forth, just kept getting better and better, right down to our final exchange. I think we've done a really thorough job of explaining this valuable material that you've been presenting for years, in a clear, comprehensive, and compelling way. The book is going to be in print for a very long time. I'm thrilled that the book has become a reality, and that I was able to have a part in it.*

I've also learned a great deal from you, and not just about financial management. You've been steady as a rock throughout the entire crazy book development process, always focused on the goal of producing the best book we possibly could, never losing your cool, and always expressing your confidence in me for my contribution to the effort. That's as good a definition of a true professional as any. You live by the principles you advocate, which is truly admirable. You inspire and motivate me to follow your example.

It's funny; when I first approached you I was a bit apprehensive about how well you and I would get along. Things have turned out exactly the opposite from what I expected. Our working relationship has been anything but difficult and challenging. We started the project as colleagues, but finished it as friends. All of which only proves how useless preconceived ideas are!

Cheers,

-Michael

Michael Tardif
Design Perspectives
8315 North Brook Lane, Suite 1202
Bethesda, MD 20814-2654
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