



My name is Jeff Johnson and I am the President of FGS Fulfillment Services, a division of FGS, Inc. FGS Fulfillment Services was specifically designed and purpose-built to meet the needs of the financial and insurance industries providing print and fulfillment services. Specifically, our main service offerings include variable data and database programming, browser-based programming, digital archive and digital library, browser-based order entry systems, sheet-fed and web offset printing, print-on-demand, mailing, and full bar-coded fulfillment services.

I have been working with Ray Stuchly for about four years and have had business connections for several years prior. I have always had a high regard for Ray's positive attitude and commitment to bettering himself, his business, and his client's business.

When I opened the doors to this division in January of 2002, I had three employees. Early on, I wanted to create an atmosphere of teamwork, productivity, mutual respect, accountability, and a goal focused mentality. Ray assisted me in this endeavor and goal.

When I had assembled a team of eight key employees later in 2002, my team and I began working with Ray and LMI using the Effective Personal/Professional Productivity Programs.

The first thing Ray and I worked on was the development of specific short and long term goals for the organization. From that, we began working with our key employees to define, develop, and implement our "High Payoff Activities". I now have 35 full time employees and approximately 50 full-time temporary employees. We are growing rapidly and successfully.

Ray continues to work with me monthly to strategically develop and direct my goals for this organization. I am very pleased with the results of my organization and Ray's efforts to assist us in productively achieving our goals.