



February 2, 2002

David Shapiro  
SYS-ED  
19 West 34th Street, 3rd Floor  
New York, NY 10001-3006

Dear David,

As you know, there's a big difference between one of our books and the courseware for an instructor-led course on the same subject. That's why I doubt that we'll be able to convert your courseware into a successful Murach book.

It's possible, though, that your courseware could save us some time as we develop one of our books. So I'm certainly willing to look into that possibility. Then, we could compensate you accordingly.

The trouble is that we're all heavily involved in our current projects so no one has the time to do a thorough evaluation of your courseware or the possibilities for joint ventures with you. That's why I suggest that we put this idea off until the time is right for it.

Sincerely,

Mike Murach