



March 8th, 2005

Mr. Bill Penkwitz
Mr. Chris Riegg
Promontory Point Capital
826 North Plankinton Avenue
Milwaukee, WI 53203

Dear Bill and Chris:

I wanted to follow up with you after our successful closing on Wausau Financial Systems, Inc. to tell you how pleased I am the results. As we started this transaction, the two of you made certain representations and promises as to how the process would work and the results exceeded my expectations. Your daily involvement with the due diligence requests and your excellent method of data transfer to the respective parties kept the transaction on track.

We felt that there would be interest in our Company but the number of offers and competition your process created exceeded our expectations. Helping us select the right buyer from that group was not only extremely important to the Shareholders, but also to the 300 employees based here in Wausau.

It was very comforting to the owners that Promontory Point managed the process as well as you did and that you always stayed one step ahead of the buyers. Your attention to detail and ability to coordinate all parts of this transaction was why we selected you and you certainly stood up to the challenge. You should be comfortable stating that you met our goals of maximizing the return to the Shareholders with minimal disruption to the ongoing business. We were pleased to have you on our team!

It has been great working with the two of you and I would welcome the opportunity to be a reference for you.

Sincerely,

Wausau Financial Systems, Inc.

Larry Krause
CFO

**WFS
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