



O'MELVENY & MYERS LLP

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BRUSSELS
CENTURY CITY
HONG KONG
LONDON
LOS ANGELES
NEWPORT BEACH

1625 Eye Street, NW
Washington, D.C. 20006-4001
TELEPHONE (202) 383-5300
FACSIMILE (202) 383-5414
www.omm.com

NEW YORK
SAN FRANCISCO
SHANGHAI
SILICON VALLEY
SINGAPORE
TOKYO

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WRITER'S DIRECT DIAL
(202) 383-5331

Re: *Recommendation Letter*

WRITER'S E-MAIL ADDRESS
derobinson@omm.com

Using the wisdom and practical tools from their book, *Dare to Ask*, Cait Clarke and Neil Shister delivered an excellent presentation on women and the art of negotiation to the lawyers in our Washington, DC office earlier this year. Their engaging delivery resonated with the participants, who were impressed with their expertise and fascinated by the unique focus on the ways in which qualities commonly expressed by women can be used as powerful negotiating tools. Our women lawyers, in particular, appreciated the opportunity to voice their own experiences and perceptions around negotiating, both for themselves and on behalf of clients. And, everyone was grateful to walk away with both a copy of the book to reference for years to come, as well as concrete tips to employ immediately in their daily work.

Beyond their extensive subject matter knowledge and energetic presentation style, Cait and Neil are wonderful people with which to work. A real class act, this duo! We plan to have them present in our New York office soon, and I highly recommend them to any organization seeking effective ways to encourage women and other professionals to harness the power within to become powerful negotiators.

Sincerely

Denise A. Robinson
Director of Diversity & Inclusion