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**RE: Dr. Carlos Raimundo  
Play of Life**

**To Whom It May Concern:**

I have had the pleasure of knowing Dr. Raimundo since 2001 during one of his visits to Los Angeles. At that time he introduced me to the very dynamic concept of Play of Life. In 2002, he returned to Los Angeles and explained in more detail the concept of Relationship Capital within the framework of Strategic Relationship Management, where the Play of Life is a tool that enhances a patient's ability to communicate deep seated issues in ways not accessible to common discourse.

Having been challenged by Dr. Raimundo's captivating approach, I decided to put his theory and methods to the test. If anyone could defy such a concept, I figured, it would be my patient Dwight. A survivor of 2 gunshot wounds to the head, Dwight had to undergo a partial temporal lobectomy. As a result, he presents with a profound transcortical aphasia. He struggles to communicate even his most basic needs. He is solely depended on his onomatopoeic sounds, basic words and multiple signs. He also has dysgraphia. Having a right hemiparesis doesn't help him much either. During one of our therapy sessions, I asked him to describe how he sees himself in relationship to his family and how he thinks his family perceives him. He began with his usual sounds and signs. I asked him to "show me" using the Play of Life. That afternoon, it was hard to tell who was most excited: the patient for having been able to communicate complex issues with ease, or myself for having learned things about him that were simply inaccessible under any other conventional method. Strategic Relationship Management opened a window to the aphasic brain of man with so much to say. Few professional experiences have such a profound impact in a person's career. It should come as no surprise, therefore, that I want to provide Dr. Raimundo's work my most enthusiastic recommendation and support. Incidentally, our support goes beyond letters of recommendation, as his method brings effective and practical solutions to cross-cultural communication with implications in therapeutic interventions as well as in corporate communication. We are looking forward to creating a formal relationship with Dr Raimundo to continue the development of the Strategic Relationship Management Model and the Play of Life for business solutions and applications.

Should there be any question of the above, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "M. Ponton", with a horizontal line underneath.

Marcel O. Ponton, Ph.D.  
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