

August 30, 2011

Dear Carson/Ashley Clients and Friends,

On August 11th, Carson, Ashley & Associates lost a good friend and valued colleague and our clients lost a passionate and persistent advocate. On that day, Les Nichols succumbed to his struggle with pancreatic cancer.

Les served as Carson/Ashley's Director of Business Development since August 8, 2005. He was often the first contact our clients would have with our firm. Les relished his role and brought to it a great sense of responsibility and professionalism as all who knew him would attest. He firmly believed that the best way to develop business was through customer satisfaction. Les was a people person who loved working with others to craft solutions; it was a trait that served him and our firm very well.

Les seemed to know, like and be liked by most everyone in the local business community. His business relationships were, more often than not, also friendships. His concern for others and selfless contributions toward their success will be sorely missed in our community.

Sincerely,

Jim, Rick, Paul, Bob, Carol, Amy, Chuck, Eric, James, Karl, Harvey, David, Matt, Lori & Jen