

February 22, 2019

Dr. Earl Suttle, CEO  
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Re: Your Session at Our Recent National Sales Meeting

Dear Dr. Earl,

Thank you again for conducting your "Selling: How to Gain the Edge Today" session at our recent National Sales Meeting in Houston. As you know, this is the second time that we have invited you to work with our organization. Having had the pleasure of attending the session that you conducted at our Leadership Team Meeting in 2018, I was excited to have the opportunity to work with you again.

Your unique approach, which provided conceptual and practical guidance that could be immediately applied by our sales people, was the highlight of the meeting. All attendees were motivated and inspired to work smarter, to create stronger existing client connections, and to be tireless in their pursuit of new client relationships. Your interactive delivery, in which every attendee was involved, made the session personal for all meeting participants. The "pearls" that you provided will help us all to grow as individuals, and as an organization.

I look forward to the next opportunity to work with you and encourage you to give my name and contact information to anyone considering your services. It would be my pleasure to recommend Leadership Success International, LLC to organizations looking for the powerful and energizing spark delivered by your services.

Sincerely,

A handwritten signature in black ink, appearing to read "A.W. Brown", with a long horizontal flourish extending to the right.

Aaron W. Brown  
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