



Dear Vince,

Everyone enjoyed experiencing your presentation and reading *The Ant and the Elephant* as a primer for your message. You definitely exceeded our already high expectations since we'd seen you a few months prior. In particular we would like to commend you on the extra effort you put in for our health services group.

In particular, you expertly designed your comments around our team. During our pre-meeting discussions you asked very pointed questions of our management team including our goals for the meeting and the experience of our leaders. Your first-hand knowledge in using home care during your father's illness really hit home. This, along with many of your other life experiences added to your credibility.

Our Jordan Health Services team consists of leaders from a wide variety of areas including clinical services, finance, IT, compliance, legal, and the senior executive team. Everyone loves an underdog story that culminates in the pinnacle of success. You were able to captivate all our participants with your 'defining moments' that lead to a story of success everyone felt a part of.

I also appreciated the time you spent with our key people. Spending time with our Jordan leaders paid off as you were able to integrate our business, our vision/mission, and the day-to-day challenges faced by our management team. Together we collaborated on preparing our team for the upcoming presentation to ultimately maximize value. When our team arrived at the meeting they were anxious to meet you and hear your first-hand story.

Vince, you're funny, personable, real, and someone who everyone can relate to. You're truly an awesome, genuine individual who has a passion for helping others reach heights they never believed possible. To anyone who might be considering hiring you I'd say this:

If you or your team has an opportunity to hear Vince speak, don't turn it down. You will leave his presentation reflecting on the changes you can make in your attitude and outlook that will help you achieve a higher level of both personal and professional goals!

Vince, thank you again for a great keynote and partnering in a successful meeting!

Sincerely yours,

Susan Stell
Chief Operations Officer