

**United Way of
Greater Kansas City**

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November 12, 2008

Mr. Tim Sanders
10000 Riverside Drive, Suite 4
Toluca Lake, CA 91604

Dear Tim,

Please accept our belated but heartfelt thanks for coming to Kansas City and sharing your wonderful message with our major donors. We have heard from many attendees about how much they enjoyed the event and how inspiring you were. Personally, I was thrilled to meet you and thankful to have the opportunity to get to know you. Since you spoke, we have had two super success stories that I'd love to share (I'm almost glad I waited to write!).

We met with our Young Leaders Society Steering Committee late last week. Several of those members were in attendance at your presentation. I was awed at how much time they had clearly spent pondering your message and reading your book. They were motivated by you and had spent a week translating your words into action steps for the committee. This is our group of up-and-comers in the city...our group of 850 people in their 20's, 30's and 40's who give \$1,200 or more annually to United Way. And now, their steering committee is using your thoughts to guide our actions as we plan 2009 and beyond. What a fabulous impact this will make as we strive to reach out to younger generations!

Second is a story that still has me on the verge of tears. Yesterday, with 9 days left in our annual campaign, we found ourselves with a \$575,000 gap between our goal of \$40.5 million and what we are projecting to raise. Aware of the increasing chasm over the past few weeks, the staff and our volunteer leaders had gotten to the point where victory seemed impossible and spirits were low, knowing that the needy in our community are counting on us. And then the phone rang. It was the assistant of a lovely lady who had been a major donor for many years but when her husband passed away this May, we did not expect to receive a gift. She had, however, attended your presentation (her first United Way function since her husband died) and loved it. I was speechless as I was told that her gift this year will be almost \$350,000. After finding my voice and gushing words of thanks, I shared the news with the staff. Amid shouts of joy, I watched as the staff drank in the news and were renewed. We CAN do it! One gift, one act of kindness, had changed everything.

I thank you for the ripple effect of caring and giving that you've helped create. United Way thanks you. And Kansas City thanks you.

Warmly,

Beth Burkes
VP, Major Gifts and Planned Giving

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