



Berkshire

**Berkshire Life
Insurance Company of America**

Joan E. Bancroft
President

September 17, 2008

Mr. Scott Burrows
5105 Interbay Boulevard
Tampa, FL 33611

Dear Scott,

I'd like to thank you for being the keynote speaker for Berkshire's Advanced Disability Meeting in New Mexico last week. Your presentation "Vision, Mindset and Grit" was more than just motivational and inspirational. Through the vivid telling of your own personal story, speaking to the problem of unexpected disability in a manner very seldom seen, as a walking quadriplegic, you managed to touch those of us in the Individual disability Insurance business in a way that no speaker has done before. As a former life insurance agent who qualified for the Dallas MDRT Meeting in the early 90's, you surely speak our language, yet there is no question you can touch any audience, because you speak from the heart.

Through your tragedy - and your real life demonstration of unbelievable "Vision, Mindset and Grit" - you have given all of us a very precious gift - a most meaningful appreciation and understanding of the true value of the human spirit and its capability to overcome any and all odds. For this I sincerely thank you.

Kindest regards,

JB:cw

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