

November 15, 2010

Maureen,

Thank you so much for an incredible experience together! You have truly shown me that you approach your craft differently and I am seeing different results. I have had three members of my team proactively reach out to tell me how our day together has impacted their lives, both personally and professionally. While we chose to focus on personal accountability and goal setting (based on your discussions with the team), the lessons learned go well beyond. My team is engaged, has very specific plans in place and knows that **THEY** are key to achieving their goals.

This is a critical time for our team. I took what at the time seemed to be a risk and am so grateful! Our performance continues to improve both in terms of sales and engagement. I look forward to having you back to visit with us – this will be a long lasting relationship as the topics we covered never get old.

Thank you for your partnership and passion.

Rich Daugherty
District Sales Manager – Eli Lilly
