



Education Finance

To Whom It May Concern:

After a year of considerable challenge and change, we invited Scott Burrows to address our sales team. His presentation focused our team on setting their goals, especially when the journey is difficult.

I attribute Scott's successful presentation to the work he did prior to the meeting. Rather than provide us with a 'canned' presentation, he worked to understand our key business issues, challenges and opportunities. Eyebrows rose during his lecture when he hit on familiar issues and how to maintain your vision in light of those challenges.

I appreciated Scott's desire to learn about our business and his attention to detail. He was interested in being part of our success and that genuine spirit comes through in his presentation.

I recommend Scott's presentation without reservation to any group that needs an extra boost to take the next step in their journey.

Sincerely,

A handwritten signature in blue ink, appearing to read "Craig Anderson", with a long horizontal flourish extending to the right.

Craig Anderson, Sr. Vice President
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