

From: Rayner, Darrin F.
Sent: Friday, April 13, 2007 12:55 PM
Re: Scott Burrows

We recently launched a new sales division and were facing challenges and growing pains common in the start-up phase of many organizations. Often times, the little things can get people down, and in a growth organization, these include basic operational and support challenges, as well as the challenge of being 'first' and having to establish a successful culture and foundation with limited bench strength to draw upon. I believe we can learn a lot from the experiences of others, and was looking for a speaker who could help put the challenges we were facing into perspective, and could share the work ethic, attitude and beliefs they followed down their road to success for my team to learn from. Scott Burrows was definitely the right choice and his personal story touched everyone. Scott worked with my management team and me to understand our business goals and challenges, and effectively paralleled these with his own experiences to illustrate how his approach could be applied to their personal challenges. He was effective in his delivery, was well received by the team, and I believe he provided them with the inspiration and motivation to continue breaking new ground, while establishing a winning culture in the process.

Darrin Rayner | Vice President - Internet Division Sales

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