



Carol Matthai
Assistant Vice President Creative Services

MONUMENTAL LIFE INSURANCE COMPANY

2 East Chase Street
Baltimore, Maryland 21202
Telephone: (410) 576-4531
Fax: (410) 223-4475
www.monlife.com/ml

Mr. Scott Burrows
5105 Interbay Boulevard
Tampa FL 33611

Dear Scott:

Thank you, thank you, thank you! And, even that's not enough to express our gratitude for the wonderful message you delivered to our managers. Having seen you in a Speaker's Showcase at FICP, I was confident you were perfect for our group. You exceeded my expectations! Your delivery and the way you customized your speech to our company was fantastic!

We believe every one of our managers were touched by your story, especially through these difficult times! After you left, several of our presenters quoted you and your message of "Vision, Mindset and Grit." And, as you heard our president say... the challenge is on! We will invite you back to celebrate with us when we've achieved our goal with our Sales Associate initiative! Block your calendar for February, 2011!

Not only do we feel we have developed a new professional relationship, I look at you as a friend too. I've enjoyed getting to know you and look forward to working with you again. We wish you all the best with your motivational speaking career! You are among the best!

Sincerely,

A handwritten signature in blue ink that reads 'Carol'.

Carol A. Matthai
Assistant VP Creative Services

A handwritten signature in blue ink that reads 'Joe'.

Joseph R. John
2nd VP Sales Support