



John T. DeLorenzo
Group Insurance

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Mr. Scott Burrows
5105 Interbay Blvd.
Tampa, FL 33611

Dear Scott,

You hit a "hole in one" with our sales organization in Las Vegas.

My team is a tough audience and you captured their attention within a few minutes. Your Vision, Mindset, and Grit is a powerful and emotional message. How you have handled the adversity in your life had a tremendous impact on our associates and they have labeled you the best motivational/inspirational speaker we have brought to our conferences.

Your accomplishments demonstrate how life's obstacles can be converted into success and not considered setbacks. Your story has shown my team how to work through our challenges and drive for positive results and to push for an additional 1/8 of an inch.

Thank you for making our national sales conference a success with your riveting story and tailoring our objectives into your keynote speech at an appropriate time in your story. I also want to thank you and your wife, Mona, for attending our dinner Wednesday evening.

I will be sharing your contact information internally with other areas of Group Insurance and I look forward to working with you again in the future.

Sincerely,

A handwritten signature in black ink, appearing to read "John T. DeLorenzo". The signature is stylized with large, flowing loops and a prominent initial "J".