



November 7, 2013

To All,

Our firm, XL Group, invited Karl Mecklenburg to speak at our recent Broker Appreciation event at Sports Authority Field. We asked him to give an upbeat talk that would entertain our brokers with stories about not only his college and NFL playing days but a talk that would weave in the values that we feel are important in life and business. Mecklenburg's entertaining stories and commonsense approach to teamwork and leadership fit perfectly with our wishes. He has a comfortable and easy going way of connecting with the audience. As an added bonus, Karl mingled with our brokers and staff before and after he spoke, posing for photos and signing autographs. His presentation put the cherry on a night that we will look back at with a smile. A number of our broker partners asked for his contact information so they could include Karl at their own future gatherings. It was a Pro Bowl performance by #77!

Thank you Karl!

Regards,

Steve Sanford  
Vice President, Client & Distribution Leader  
Rocky Mountain Region  
North America  
XL Group

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