



December 22, 2011

Mr. Karl Mecklenburg
Littleton, Colorado

Dear Karl,

I wanted to thank you for helping make our company sales and all employee meeting a great success. As we discussed as part of your preparation, the Colorado Lottery is a unique business. While we are a state agency charged with raising funds for great causes throughout the State, we are also a strong sales and marketing organization generating over \$500 million in retail sales a year.

You were an awesome addition to our day! You delivered a message about teamwork, courage, dedication, honesty and forgiveness, as well as personal and professional goal setting. Your anecdotal football stories (which were exciting and everyone enjoyed) about perseverance and leadership along with some personal family stories demonstrated your skill at connecting with any audience at all levels.

I need to offer an extra thank you for being around to meet and chat with our staff one-on-one, pose for pictures, and sign autographs.

Overall, your willingness to work with us to tailor the message to fit our needs and audience, your core messages you delivered so well and your approachability displayed with our staff was exactly what we were wanting.

Karl, anytime I can, I will be happy to highly recommend you as a keynote speaker and hope we can invite you to come back in coming years.

Sincerely,

A handwritten signature in black ink that reads "Tom Cargal".

Tom Cargal
Marketing Manager