



March 18, 2022

Dear Tod,

I want to thank you for the time and the valuable training you provided the CASE sales team over the past year.

As the VP of the sales team at CASE, you provided me with many excellent tools to help guide the team to greater productivity and increased sales. I appreciate the support and advice you have given me each step of the way during this quest to be a better salesperson and manager.

Your good humor and positive approach were a winning combination to keeping the team focused and motivated and it made learning a lot of fun. I enjoyed the unique method to identifying personality types through The Birds assessment. I find myself using it all the time and it really works to making that important human connection. A big thank you to Joyce, too, in keeping us all organized with the meeting reminders- it was much appreciated.

We have come a long way from last year when we first met. We were struggling as a team to be heard and supported. There are still challenges ahead, but I feel we are on a more positive course to closing more sales, and feeling of pride and fulfillment in moving closer to our goals. No longer will closed sales be celebrated quietly! I know I speak for the team in thanking you for your support, encouragement, and honest feedback. You have been a true professional, an ally and friend to us all.

I wish you continued success and hope our paths will cross again in the future.

Best Regards,