

# Corporate Image

September 19, 2005



Jason Kleid  
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Waconia, MN 55387

Jason,

Thanks again for everything! It was great to have you in Des Moines again!

Your personal coaching and consulting has helped not only myself but many of our sales team too! I know that they feel very comfortable calling you to review important sales calls with you. Your input and advise with the Kohler project was invaluable. I really believe that you were a huge contributing factor to closing that sale.

As far as your coaching is concerned I do appreciate—although not always—that you don't give me the answers to my questions but instead make me think of solutions. I also appreciate your input regarding suggested reading material—you are a walking reference library!

You have such a fun and entertaining approach when coaching and you have the ability and skill to get people to think for themselves. Instead of just giving us textbook answers you give us real-life examples and that is a great way to illustrate your point so we don't forget.

Each time we have worked together, I have learned something new! This past week, your coaching helped to bring clarity and focus to my role. I agree with what you said, "When you are not focused, you are not effective." As a result of the time you spent with me, I believe that I will be more effective as a leader and manager in my day-to-day activities as a result of what I continue to learn from you.

I can't thank you enough for your patience, understanding and commitment! I look forward to working with you for many years to come!

Sincerely,

Chris Paxson  
Sales and Marketing Manager  
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