



March 10, 2009

Waldo,

I am writing to express my sincere thanks to you for your presentation at our recent International Sales Meeting at the Amelia Island Plantation Resort in Amelia Island, Florida.

Our 2009 theme was "Teamwork" and I have to tell you to have an individual such as yourself open our meeting by discussing just how vital teamwork was in your combat missions was absolutely spot on! In our business of developing, manufacturing, and consulting on reconstructive and deformity surgical instrumentation and implants, we also must rely upon our "wingmen" to produce the best possible outcomes for our surgeons and their patients. Should a wingman fail or fall short of their mission it could result in, minimally, less desirable surgical outcomes and, worse, the loss of mobility, function or even life.

I can tell you that many, many of our personnel commented to me just how motivating and encouraging your presentation was and how they departed with a renewed enthusiasm and commitment toward giving their best not just in sales, but in everything they do. The confidence they had in themselves and their wingmen to get the job done right was huge.

Again, Waldo, I sincerely thank you for your passion, enthusiasm, energy and commitment at doing everything possible to pull the best out of your fellow man regardless of their chosen profession. Having been in this business over 20 years, and having witnessed many great speakers and presenters while working for two of the largest and most dynamic medical companies in the world, there has never been another speaker that was genuinely more effective than you were for our company.

I would recommend you highly for any company and any industry as your message--teamwork, accountability, preparation, courage and commitment--is adaptable to anyone, and your unique style and ability to convey these qualities will leave all with a lasting impression.

Best regards,

A handwritten signature in blue ink that reads "Larry Harvey". The signature is written in a cursive, flowing style.

Larry

Larry Harvey
Director of Sales
OsteoMed, LLP