

Philips Medical Systems

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Wingman!

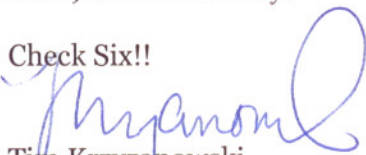
It's been 2 months since our annual meeting in San Diego and as I look at the custom coin you gave me, I have to reflect on the tremendous impact you've had on my team.

As you know, this was the first combined meeting of both the West and Central sales teams and expectations were high. With so many recent acquisitions and new faces in the crowd, Phil and I needed to stress the importance of working together in a rapidly changing, 'matrixed' organization. Your "one team, one fight" message totally aligned with our teamwork goal, and your philosophy of trusting your wingman and being mission ready was perfect for our theme.

I have to admit I was skeptical at first. I didn't want another motivational speaker telling me that *'business is like combat'* and the *'battle is for the sale,'* yadda yadda. Well, you proved me wrong! In all my years in business, I have to say that you were one of the most engaging speakers I have ever seen. More than that, you did your homework and showed up prepared! You knew our business inside and out, and your passion gave us all a shot of much needed adrenalin to close out the day. What more could I ask for?

It goes without saying that both Phil and I will recommend you to our wingmen at other Philips divisions. With all the change that is going on in our business today, your message needs to be heard! Thanks again for an outstanding mission and for all you do (and have done) for our country.

Check Six!!



Tim Krzyzanowski
Vice President - West Zone Sales
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