



June 14, 2013

Mr. Derek Daly
18200 Deshane Avenue
Noblesville, IN 46060

Derek,

It truly was a pleasure meeting you. I also would like to tell you what an impact you made on both our meeting and our organization. Your presentation was not only very informative, but also very entertaining and provided a great foundation for the rest of our meeting.

Your words and examples were used continuously in virtually every presentation throughout the week. Your statement regarding (I will paraphrase), if you continue doing what you did that got you here today, it will not be enough to achieve success going forward, was a constant theme. I would also be remiss if I did not talk about the impact of the stories regarding "positions on the starting grid" and the story most often used during the week about "keeping your foot on the accelerator deeper into the corner."

Again, your presentation set the stage for an extremely successful meeting and I am confident your words will be a constant theme driving our success throughout the year.

Again, thank you so much and I hope we find ourselves on the same track soon. If you should need anything at all or I can help you in any way, please do not hesitate to let me know.

Sincerely,

Judson Cone
Director of Sales and Marketing, Terumo Urology