



April 21, 2013

Mr. Derek Daly
Founder
Derek Daly Group
18200 Deshane Avenue
Noblesville, IN 46060

Re: 2013 Wilmington Trust Speaking Engagement

I would again like to thank you for providing a wonderful conclusion to this year's Wilmington Trust Partners for Success conference in Scottsdale, AZ. Being the last speaker is always the hardest job given the tendency of the audience to be ready to call it a day. You definitely created some new racing fans that day, not to mention a greater appreciation for the interdependencies on a racing team that closely parallel Wilmington Trust's clients businesses. You don't often see people coming into the last presentation of the day throughout the presentation.

You totally captivated the audience with your stories but it was your masterful connections to other speakers at the conference that my client and I truly appreciated the most.

Thanks again for a job well done. I will most happily refer you to other clients looking for such a top flight speaking experience.

Best regards,

A handwritten signature in black ink, appearing to read "John H. Lotka", written in a cursive style.

John H. Lotka
Chief Executive Officer