



INDIANA MOTOR TRUCK ASSOCIATION

A Strong Voice for Indiana's Trucking Industry

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Greg Warren
227 W. Monroe #208, Kirkwood, MO 63122

Greg:

It was great to meet you in French Lick. I had been looking forward to having you attend our convention based on what I had learned about you prior to the event. I appreciate your clever mix of humor and insight.

As I looked around the room during your "Funny Side of Sales" stories, I was encouraged that our members were focused intently on your message. I observed so many of our members nodding their head or laughing based on the connection you brought to the audience. Your message is a great reminder of things we may have known in the past about being able to fail, and laughing at ourselves is very important. An old boss of mine at UPS always said "We need to fail faster so we can get all of the wrong solutions out the way and arrive at the right answer", so your message connected with me personally.

Our convention attendees gave you high marks. They have come to expect good value for the time and money they spend to attend the convention and your presentation certainly supported that. You helped make what I think was already a good program lineup, a great program lineup.

Thanks for coming. Your presentation was appreciated and needed by all of us.

Kind regards,

Gary Langston

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