



Dear Mike:

Thank you for speaking at all three of our NAFED (National Association of Fire Equipment Distributors) events in Atlantic City, Las Vegas and Cleveland this year.

Your topic - Finding the Right People for the Right Job at the Right Time - was exactly what we needed in these times of low unemployment and intense competition for superior talent in the workplace. Your talk demonstrated of the fire protection industry, and your knowledge of both interviewing and finding talent was an extraordinary combination. Your information was packaged and presented in a useable and sometimes humorous way, was masterful and will be long remembered.

Some of the attendees' comments included:

“Wow, I can use what Mike said as soon as I get back to the office on Monday.”

“He was a great speaker – really hit key points.”

“Can we get him again???”

The way you involved our Fire Safety audience with industry specific humor and ribbing was something that kept everyone on the edge of their chairs, and at the same time presented real world examples to illustrate your points.

Also, we appreciated how you mingled with our members and really became one of us.

Best of luck.

George E. Seymour, CFPS  
SET Director of Special Projects  
**M. JACKS FIRE AND SAFETY EQUIPMENT COMPANY**

**Past President of NAFED**

**EXTINGUISHERS-FIRE ALARMS – SPECIAL HAZARD SYSTEMS – SPRINKLERS**  
**Tex ECR-011 TX ACR-1313 TEX SCR-G-1794199**