



SITA

State Independent Telephone Association

of Kansas

December 1, 2016

RE: Karl Mecklenburg, CPS

To Whom it May Concern:

Karl Mecklenburg was the keynote speaker at the 2016 Mid-America Telecom Showcase and Seminar. He kicked off our event with an inspiring personalized message tying the telecom business to his teamwork and leadership experiences in the NFL. Our attendance this year was up almost 100 attendees and I'm pretty sure Mecklenburg was the reason why! Karl came early for our golf event and reception. Before and after his presentation he mingled with our attendees and vendors, posing for photos, signing autographs, and answering questions. I continue to receive great feedback from members of the five state telecom associations and the convention sponsors that make up MATSS. One person stated that Karl was the reason he cancelled other engagements to attend the event. Another told us that he attends seven or eight conferences with keynote speaker every year and Karl was by far the best he'd heard in a long time.

Karl was easy to work with before, during, and after his presentation. I will be recommending Karl to our national associations as a keynote for their national conventions. Mecklenburg's fee was higher than we had paid for our keynote speaker in the past, but his skill on the platform, draw for attendance, and willingness to immerse himself in our convention made the investment a great decision for us.

I highly recommend Karl Mecklenburg as an association keynote speaker. Please don't hesitate to contact me should you have any questions.

Colleen Jamison, Executive Manager
State Independent Telephone Association of Kansas
2016 MATSS Executive Committee