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February 28, 2018

Dear Steve:

I hope this finds you well.

I sincerely apologize for the delay in writing this note to you. Ever since the company returned from Sea Island, things have been extremely hectic with onboarding a new customer and an existing customer decided to outsource its entire global network and network management to M3COM/Virtacore.

I have never personally written a note to a speaker, star athlete, and/or motivational speaker in my entire career. As you know, I am no spring chicken so I have sat and listened to many speakers over my career. The reason I have never written such a note is because I haven't been moved to do so. Please do not mistake the fact that many of these speakers were dynamic, profound, and uplifting; however, in the end, that was job on that given day.

So here I sit today, writing my first letter to a phenomenal guest speaker. Here's the reason why and it's quite simple – you captured my people and you didn't let go of them. They Heard You – They Listened To You – They Connected With You. Every one of my people was positively charged by you and they still are to this day. I walk through our breakroom and I hear your name come up – not kidding.

Here's the other thing – you connected with every one of my people. I believe this point shocks me the most. As you know, I have a lot of young engineers and if you're not a metal object, they really don't care if you're around or not. I can sincerely tell you that they are the ones who took the most away from your time with us.

On a personal note, Susan and I really enjoyed meeting you. If there is anything we can ever do for you and your family, please do not hesitate to call on us. Almost forgot, I hope the children's book is going well and is a raging success!!!!

All the best,

A handwritten signature in blue ink that reads "Jeffrey B. Freitas".

Jeffery B. Freitas
President/CEO
M3COM of Virginia