

October 31, 2012

Tony Jeary International
8105 Firestone
Flower Mound, TX 75022
(817) 430-9422

To Whom It May Concern,

Tony Jeary and his team have been providing tremendous value to Mitsubishi Electric Heating & Cooling since early 2010. We perform at a much higher level today as a result.

I first met Tony at the 2009 HARDI conference where he gave a keynote presentation on Strategic Acceleration. His message of “clarity, focus, execution” resonated with me and I immediately convinced the rest of our leadership team to schedule Tony to speak our upcoming annual distributor conference. I have worked closely with Tony ever since as his liaison for strategic engagements with us as well as for individual mentoring.

The timing could not have been better as we needed a sharpening of our irons as we position ourselves for exceptional growth. Tony not only provided three consecutive years of hard-hitting strategic messages to us and our customers, but he also injected value in many other ways.

- Tony facilitated annual strategy sessions for our leadership team resulting in streamlined, actionable objectives and accountability. He has also facilitated strategic planning sessions with smaller groups at the department level.
- Tony co-developed and facilitated very successful, ongoing “peer group” roundtables where Mitsubishi and customers could share best practices with each other.
- Tony has leveraged his extensive rolodex to help establish numerous connections between our organization and potential strategic partners.
- Tony has delivered several packaged webinar training sessions designed to improve employee productivity, including meeting effectiveness, email management, and time management. In addition, he has provided us with countless materials on these and other topics in easy-to-digest formats.



MITSUBISHI ELECTRIC US, INC.
3400 Lawrenceville Suwanee Road | Suwanee, GA 30024
Phone: 678.376.2900 | Fax: 678.376.2890 or 800.658.1458

And, so much more ...

It is a pleasure for me to take the time to write this letter because Tony Jeary is all about value ... through improving effectiveness, over-delivering, and truly caring about people.

I look forward to continue working with Tony and his remarkable team.

Sincerely,

Allan J. Dziwoki
Vice President, Business Services