



IOWA ASSOCIATION OF  
BUSINESS AND INDUSTRY

*The Voice of Iowa Business Since 1903.*

December 10, 2012

Mr. Jack Altschuler  
***Fully Alive Leadership***  
2223 Maple Avenue  
Northbrook, IL 60062

Dear Jack:

I want to offer my personal thanks and gratitude for your support of the 109<sup>th</sup> Annual Iowa Association of Business and Industry Convention, "Iowa's Taking Care of Business Conference."

These are challenging times and systems and loyalties, competition and opportunities all are in a rapid state of change. We asked you to help our members to find ways to survive and thrive in the face of all that uncertainty, making our challenge to you no small task. And you hit the ball out of the park with your *Keeping The Best* presentation.

All of our association members know that they have to hold on to their best, most valued employees and that doing so is critical to their success. You showed them in clear terms and in an entertaining ways the powerful and actionable things they can do as leaders. This is about great leadership that makes it so that their best people wouldn't want to be anywhere else and so that they want to give their very best. That will translate into enhanced success for our members, which directly supports the mission of our association. You should know that some of the most positive, most enthusiastic feedback we received from members following the convention was for your program.

You were a perfect program fit with our other speakers, like Jim Collins. Thanks again for your support of ABI.

Sincerely,

A handwritten signature in black ink that reads "Mike Ralston". The signature is written in a cursive, flowing style.

Michael Ralston  
President