



A Proud Past with a Solid Future • Since 1896

September 29, 2009

Mr. Byrd Baggett
836 Mystic Parkway
Spring Branch, TX 78070

Dear Byrd:

Your motivational message was the key element in making Germania's 113th Convention a success. After watching you inspire and motivate our agents earlier in the year at our annual agent's conference, the decision to bring you back again as our convention's keynote speaker came easy.

After being in this industry 31 years, I have heard my fair share of motivational speakers. None speak from the heart with the passion that you do as you inspire your audiences and give them hope to tackle the challenges of tomorrow. Just listening to the personal challenges that you have overcome was especially inspiring to me.

There are few in your industry that take the time that you do in learning about your audience so that everyone walks away feeling like – "Byrd was talking to me". There were many different members of the Germania Team that heard your message that day – directors, agents, officers and staff - and your ability to connect to each member of that team was phenomenal.

Everyone at Germania wishes you continued success and may you always "look at life through the windshield, not the rear-view mirror". I am proud to have Germania Insurance listed in your material as one of your insurance clients.

Sincerely,

David Sommer
President