

Kevin Sweeney

From: hspaeth@mmm.com
Sent: Sunday, February 08, 2015 3:57 PM
To: Kevin@SweeneySpeaks.com
Subject: 3M Austin, TX - Friday, January 23, 2014

Lt. Colonel Sweeney,

My name is Howie Spaeth, and I recently had the pleasure in listening to you present to the 3M US Electrical Markets Division at our 2015 National Sales Meeting.

I can not express to you in words how much your presentation has since positively effected my personal and professional life. The National Sales meeting for me was a defining moment in my career at 3M, and the five bullets that you outlined, wrapped the entire week up for me. I worked tirelessly many nights getting only few hours of sleep, preparing and focusing for my presentations that I had opportunity to deliver to my division during the week, ... and I nailed it!

Your message could not have been delivered to me at a better time. Being a high school basketball player w/aspirations to play college ball, single engine private pilot with admiration for military aviation, and now finding myself in a pressure packed job roll with the opportunity to positively impact our entire division, if not the entire company, you've given my "voice" the confidence to make an instant positive impact on my work and personal life. The experience has been very liberating.

You had not only a positive influence not only on me, but my entire sales team. Preparation, Passion, Focus, Team and Confidence, referencing "Col. Sweeney", has become part of our daily dialog. The confidence and belief that we can make a difference together is apparent amongst our team.

You have allowed me to take a mental step in my life. Ultimately, I'm able to be a better husband to my wife Carrie and father to my boy's, Myles and Benjamin. Thank you for enlightening me on myself, Colonel.

Sincerely,

Howie Spaeth

Note: I would like to purchase and distribute to my team, 20 copies of your book, **Performance Under Pressure, How to Lead When the Heat is On**. If this can be accomplished by going directly through you, which would be preferred, or would you prefer me going through Amazon, Let me know best way to process, and I will move forward accordingly.



Howie Spaeth | Utility Market - National Grid Automation & High Voltage Sales Specialist
3M Electrical Markets Division - Austin, TX
1946 Raintree Road, Yorkville, IL | 60560 USA
Mobile: 815.483.1736 | Fax: 651 732 7324
hspaeth@mmm.com | www.3M.com | www.3M.com/electrical