

From: Dave Carey <dave@davecarey.com>
Subject: Re: Followup letter
Date: August 24, 2006 10:35:13 AM CDT
To: Dave Carey <dave@davecarey.com>



From: "Davis, Bill" Guidant Corp.
Date: December 20, 2004 4:00:24 PM CST
To: "Dave Carey"
Subject: Followup letter

Dave,

I wanted to write a short letter and let you know what a positive impact you had on the Guidant Leadership Forum for the NE and SE Areas, in addition to the morning talk you gave to the Guidant VI NE Area Managers. As you know, at the time you spoke, Guidant was days away from an acquisition by J&J. As you could tell by the room that day, the rumors were flying and as evidenced by the Wall Street Journal article the press was speculating an acquisition. As of last week it is now reality.

Needless to say, at this critical time, you had an extremely positive impact on the group. By both relating your own personal experiences in Vietnam and the positive outlook you carried with you throughout your ordeal, as well as being able to reference our issues, you greatly reassured our group regarding their outlook on the future. Throughout our conference calls after the acquisition I referred repeatedly to your comment that those who didn't make it through the POW experience were those who were too rigid and had an inability to adapt to change.

Dave, I have had a number of follow up conversations with those who were in attendance that day. It was great to hear our people thought you were the best speaker we have ever had including those at our national sales meetings. Those people include Rick Pitino, Buzz Aldrin, Mia Hamm, Terry Bradshaw and many more celebrities. The difference they said was the way that you and your cellmates handled your adversity could be related to our business. Key components like teamwork, communication, faith, humor, trust, and many more were fundamentals to surviving in any climate, whether it be as a prisoner or in the everyday business world.

Everyday we are provided with an infinite number of choices. As you quoted during your talk - "It is the best of times" - It is the worst of times" - It is a choice we all make. I thought our group left that day believing it could be the best of times. Thanks!

I have given your book to my two boys and both started reading it over the weekend. I want them to make the right choices in life.

I definitely made the right choice in selecting you as a speaker for our group. Your inspiration provides our leadership forum an additional avenue to provide the everyday leadership I need from the group. Thanks for my having made me make "The right choice"

I hope this letter finds you well and hope that you and your family have a warm and wonderful Holiday Season. If you would like to use this letter as a personal reference for one of your talks, feel free to do so.

Best regards,

Bill Davis
Director of Sales
Vascular Intervention
Guidant Corporation

