



To the Don Yeager Team:

When we have the opportunity to gather AmeriTitle's entire management team including Vice Presidents and General Managers, it is a responsibility I take very seriously. Our annual December meeting, in particular, is a time for reflection and revisiting our values and purpose. This is one of the few days in the year we are all in the same room, and it is imperative that the message is on point.

That is why I have avoided introducing your run-of-the-mill motivational speakers and entrusting their mantra fits with our company direction or culture. I thought the time was too valuable to squander on an outside speaker and message - that is until I had the pleasure of attending a conference where Don Yeager was the featured speaker. After hearing his inspirational presentation, I knew he would stand and deliver on the very beliefs with which our company was built.

Don spoke at AmeriTitle's 2009 December meeting on the Sixteen Consistent Characteristics of Greatness. Drawing a comparison between sports and the title insurance business may be a stretch until he starts speaking on characteristics such as integrity, preparedness, relationships, teamwork, goal setting, and desire, to name a few. Our management group was captivated and blown away by his stories and parallels of the sports world and life. It did exactly what I wanted - it made everyone pause and think about what they are doing as leaders and the way they are doing it.

I want to personally express my gratitude to Don and pass along the many thanks I have received from managers throughout AmeriTitle. We continue to be inspired by what we heard that day along with helpful reminders through Don's newsletters. Especially with the passing of Coach Wooden, we are even more grateful that there is a Don Yeager to carry out an extraordinary message in life, business and sports.

Most Sincerely,

Linda Stelle, President
AmeriTitle