



January 9, 2019

Mr. Darryl Turner, President and CEO
The Darryl Turner Corporation
Delivered: Via Email

Subject: Thank You

Dear Darryl:

It has been roughly 15 years since you and I formed a relationship that will leave a legacy at TitleOne Corporation. Your sales coaching, strategies, and processes are unique and deeply ingrained in the TitleOne sales process. Additionally, the personal leadership coaching and innovative strategies that you have shared with Abby Black and Jason Vickrey (TitleOne's President) have enriched their careers. Recently, I have had reason to reflect on TitleOne's history and success. I can honestly say, short of our tremendous team, nobody else has impacted our organization quite like you.

When it comes to your work at TitleOne words only convey part of the story. The results are undeniable. Your work began in 2003 in our Ada County (Boise), Idaho market and our market share was 18%. By the end of 2007 our market share in Ada County had grown to 33%. This is only one example and we serve 13 more counties now. Today, we could replicate that result in almost every one of our markets. Regardless to say, the financial impact to our organization due to your consulting and our adoption of your sales system has been substantial.

I would be remiss Darryl, if I left out the great experiences we have had over the years when you have been a Keynote speaker at our strategic planning meetings/retreats, the education orienting public speaking that you have done for our customers, and your regular appearances at our sales team training (Salesology).

Thank you for sharing your insights, wisdom, and knowledge with the TitleOne team!

Sincerely,

Mark Tidd
Chief Executive Officer