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January 16, 2025

Dear Members of the Selection Committee,

I am honored to write this letter of recommendation for Karen Falkler who is nominated for the prestigious Top 100 Women of Maryland recognition. As someone who has had the privilege of working closely with Karen over the past year, I can confidently say that she has been and continues to be an invaluable mentor, guide, and leader.

Karen has not only played a pivotal role in my personal and professional growth but has also made a profound impact on countless entrepreneurs, leaders, and business professionals throughout Maryland. Her dedication to empowering others through her coaching expertise is unparalleled. She possesses an extraordinary ability to identify opportunities, develop actionable strategies, and inspire confidence in those she works with. Her approach is a perfect blend of empathy and assertiveness, ensuring that her clients feel both understood and challenged to reach their highest potential.

What makes Karen unique is that she incorporates wellness into her coaching program which brings a multitude of benefits, both for her clients and for the overall effectiveness of her coaching practice. Clients who feel physically and mentally well are better equipped to tackle business challenges, make clearer decisions, and execute plans more effectively. Incorporating wellness into her coaching not only enhances the quality of Karen's services but also helps her clients thrive in every aspect of their lives—leading to better business outcomes, improved health, and a greater sense of fulfillment.

What sets Karen apart is not only her exceptional coaching skills but also her commitment to fostering community and creating lasting change. She has worked tirelessly to support and uplift women in business, providing guidance, resources, and connections that have resulted in the success of many. Her passion for helping others achieve their dreams is contagious and truly transformational.

I have personally experienced the positive impact of her coaching, and I can attest to the fact that she has played an instrumental role in the growth and success of my organization. I started working with Karen at a very undaunting time for my organization. I was put into an executive leadership position that I was not planning on or ready for. Karen's strategic insights, ability to think critically under pressure, and her unwavering belief in the potential of her clients have all contributed to a remarkable transformation in my role as Executive Director.

As a 2024 Top 100 Women of Maryland winner myself, it is without hesitation that I recommend Karen Falkler for the Top 100 Women of Maryland recognition. She embodies the qualities of leadership, resilience, and commitment to excellence that this honor represents, and I know that her continued influence will positively shape the future of many more women and entrepreneurs in our community.

Thank you for considering this recommendation. Please don't hesitate to reach out if you require any additional information or further insight into Karen's impact.

Sincerely,

A handwritten signature in black ink that reads "Kim E. Callari". The signature is fluid and cursive, with the first name "Kim" being the most prominent.

Kim E. Callari

Executive Director

The Baltimore Station

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