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**Amy Clark**  
Windstream – Memphis, TN

**To Whom it May Concern,**

It is with great pleasure that I have worked with and known Amy Clark over the past 5 years. I have found her to be a highly motivated and caring person. Amy is smart and very dedicated to her sales craft. She is an annual top performer in our company who elevates the game of those working with her. She treats her customers, both large and small, with the high degree of professionalism and care that successful people do without hesitation. She is a huge asset to our company.

We have enjoyed many wins together over the past years and I am always impressed with how prepared she is for any meeting we have. She communicates well with her support team and is thorough. I see many others who look for shortcuts or take the path of least resistance. Amy does the work. She sets the stage, uses her sales strategies for dealing with C Level's, and knows the best routes to show a business a solid return on their investment. It is hard work and she prepares for this using her own personal time in many instances but she makes it flow effortlessly.

As a testament to Amy's abilities and success, I will relay a few internal incidents:

\*My Regional Director flew her to Charleston, SC to speak with our 12 person team and provide her sales process for a multi-site regional bank customer she had just won. The thought was to share her strategies and processes with his team members so they could learn these traits and take them back to their sales markets to share with the reps they support across 5 states. Amy was very well received and appreciated by one of the most veteran sales teams I have ever been a part of.

\*Her regional VP of sales points almost every new hire to Amy for a phone call on what she does to be successful. Some are looking for the "short cut" when they call. She relays there are no short cuts. Some are overwhelmed and do not realize the level of effort that being truly

successful takes. Some appreciate it and see that hard work and dedication can be rewarded. This is old school to Amy since she loves what she does.

\*I have made it mandatory that any Windstream rep I work with uses the same sales process which Amy has perfected and we use collectively. I have shared this with Directors in the two cities I support and they totally concur. No exceptions. Sadly though the "secret sauce" is Amy. The others can do the work but Amy makes it flow so much better since it is coming from her heart. Unfortunately you can't teach compassion.

I am certainly no Mark Twain but I hope my thoughts and reflections will help give you a better idea of what a corporate asset and great person Amy Clark is for the many people she touches. We have laughed about it many times but in all honesty, I wish I could clone her!!!!

**Sincerely,**

**Dennis Williams**

Senior AE – Integrated Solutions

Windstream