



ADT Always There®

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To: Steve Black

8/18/2010

From: Bob Morrow

Steve, wanted to drop you a quick note on our appreciation for the time you spent with our Sales Teams last night.. There was quite the buzz going around the office after you left. We see a different type of energy amongst the rep's and I'm sure it will transcend into addtn' sales.

I really enjoyed the "lower price = higher risk" segment you dialed in on. We speak that every day and I'm glad it was a focus point of your presentation.

Our sincere thanks for making it a memorable hour and look forward to having you return when available. I've overheard a few more rep's saying that they will make plans on finding a way to get to the Omar Periu Success and Investigative Selling class in October.

Thanks again.

A handwritten signature in black ink that reads 'Bob Morrow'.

Bob Morrow / ADT Security