

Austintown Local Schools

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Office of Curriculum & Instruction

David Mullane, *Director*

"Providing a high-quality education to every student, every day"

To Whom It May Concern:

October 8, 2013

I am writing to offer my sincere endorsement of David Kohout and *Talk is Cheap Inc.* I have known David both professionally and personally for nearly ten years. This past year, as the Assistant Superintendent of the Austintown Local Schools, I entrusted David to be the keynote speaker for more than three hundred teachers at our opening meeting. I asked him to be knowledgeable about the current climate of education in Ohio and to set the tone for our staff with a focus on meeting the needs of all learners.

David's impact on the staff, and the start of our school year, was immediate and lasting. He delivered our message perfectly and was able to infuse humor, cultural awareness and to challenge the thinking of our staff in a tactful manner. Having heard David speak many times, I was so impressed with his ability to deliver a fresh message that was aligned so appropriately to our institutional needs.

The response from our staff was overwhelming following David's presentation. I received countless emails from teachers thanking me for bringing David in and for creating the perfect atmosphere to begin the year. I shared these messages with him because he is truly the only speaker I have ever worked with who is dedicated to the ongoing growth of the organizations that he serves. He makes himself continuously available to teachers and students and is actively engaged in the betterment of the organization.

The greatest attribute of David is that he always makes a meaningful impact. So often, school speakers are all about their story or their message. David is all about changing lives and opening the eyes of those he witnesses to so that they can be their personal best, or more importantly, so that they are empowered to bring the best out in others. David often says, "I am standing in the presence of greatness." He revels to his audiences that there is greatness within all of us and he inspires all who hear him to strive for that greatness. I can truly say that when David speaks, I am standing in the presence of greatness.

David Kohout, and Talk Is Cheap, Inc. have my highest recommendation and that of our entire staff. If you have any questions regarding David and what he can do for your organization, please do not hesitate to contact me.

Sincerely,

David Mullane
Assistant Superintendent