



New York State Regional Office

August 14, 2013

Lorraine,

I wanted to drop you this note to say thank you very much for taking an idea that I verbalized to you as to how I wanted to make learning about The Hartford fun and engaging and you took it to a different level.

The automated "Hartford Jeopardy Game" that you developed for my sales team has been a huge hit! We have been using it for the past month in large groups of our agency partners and we are really getting great feedback on all fronts from the functionality of the game and the results of the level of agency engagement.

I have shared our success with this game with my Division Sales Executive and in turn this game has gone viral with other sales team around the country. The ultimate goal is to get the game onto all of the sales teams IPADS. But for now it is working well on the lap tops.

Thanks again for taking a small idea and making it big and automated!

Sincerely,

Gary W Cohen, CIC
The Hartford
New York Select Sales Manager
New State and New York City Regional Office

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