



**Leo**

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Today, I want to recognize [@Brooks](#). Given less than 40 minutes advance notice, Brooks stepped in and gave an incredibly cogent question and answer demo & presentation to the complete lineup of hard-hitting, extremely competent power players at the City of [REDACTED] and [REDACTED] County (multiple COO-level players effectively interrogating him for an hour plus). His demo, structured around a live performance using only Ladris in production in real time in the live environment and not a single other aid, secured a renewal that doubles [REDACTED] annual contract value and positions us to expand farther into [REDACTED] in the coming months.

There are several reasons that Brooks was able to perform this well, but the single biggest reason is his exhaustive, practiced mastery of Ladris' product and his commitment to getting better at it that has been evident since the first day he arrived here.

It is not an exaggeration to say that the demo he gave & discussion he led was among the best I have ever seen.

His mastery of the product, and Bowen's training of him to reach this point, should be what all of us aspire to. I am extremely proud and humbled.