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MEDONE_{OF}ONE

ISSUE NO. 25



YEARS

Med One to One consists of editorials, a message from our owners, testimonials, information regarding our financing solutions, employee spotlights and more. Six issues are published every year and with each comes the most recent and exciting news of Med One Capital.

If you are reading this edition of *Med One to One* you are a part of our team. Med One Capital owes our success to our valued customers and supporters. Please feel free to send suggestions, insights, or comments to editor@medonecapital.com.

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20TH ANNIVERSARY 1991~2011

From humble beginnings in 1991, Med One Capital begins the new year celebrating twenty years in business.



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Life in 1991...

The year was 1991. In world news, we saw Boris Yeltsin become the first freely elected president of Russia. A cease-fire brought an end to the Persian Gulf War. In the United States, Professor Anita Hill accused Judge Clarence Thomas of sexual harassment while Robert H. Gates became the Director of the CIA.

The US GDP was \$5,916.70 billion and the federal debt was \$3,598.5 billion. The median household income was \$30,126 and unemployment was at 6.8%. The Dow Jones average topped 3,000 for the first time. There were approximately 5.359 billion people throughout the world.

A gallon of gas was \$1.12; the average new car to use that gas was \$16,000. A pound of bacon would set you back \$1.95. If you wanted eggs with your bacon, a dozen would cost 85 cents. The average cost for a new home was \$120,000, and if you didn't have a house, the average monthly rental was \$495.

There was a new craze going on in 1991; it was called the Internet. With this new technology being the wave of the future, 1991 saw it become available to unrestricted commercial use and the number of computers on the net reached 1 million. With email still picking up steam, a first

class stamp was only 29 cents. If you were lucky you could pick up the newest MS-DOS version 5.0.

In the sports world, the New York Giants defeated the Buffalo Bills 20 to 19 in the Super Bowl. The Minnesota Twins were World Champions in baseball after a 7 game series with the Atlanta Braves. A guy named Michael Jordan would make his first appearance in the NBA finals while Magic Johnson would play in his last. Jordan and the Bulls would be victorious, winning the series 4 games to 1. In Stanley Cup action, Pittsburgh would defeat Minnesota 4 games to 2.

Not to be out done by sports, the entertainment world had its share of highlights with Grammy's going to Phil Collins for record of the year with "Another Day in Paradise." The best new artist was Mariah Carey and songwriter Julie Gold had the Song of the Year, "From a Distance." *Silence of the Lambs* took the Oscar for Best Picture with Anthony Hopkins and Jody Foster taking home Oscars for their performances in that movie.

Perhaps the greatest, yet little known fact about 1991, however, was the formation of Med One Capital. With all this other stuff going on, few people were aware of this

new organization. Little did they know, that while all these other facts would soon be forgotten and replaced, Med One would grow to be one of the world's largest companies to make medical equipment available. Okay, maybe not one of the world's largest but definitely one the best. It is amazing to look back on the last 20 years and see the growth of this company. I have been involved since 1994 and it has been an incredible ride. The past 20 years have been great... here's looking to the next 20.

“ Perhaps the greatest, yet little known fact about 1991, however, was the formation of Med One Capital. ”



20 Years in the Rear View Mirror

LETTER FROM THE OWNERS / LARRY STEVENS

Brent and I have known each other since 1965: 46 years. We have worked together on and off since 1980. Other than my family, I have probably spent more time in the past two decades with Brent Allen than any other person. I have loved and appreciated him for his passion, his good judgment, and his integrity. He has always been an aggressive advocate of the things that Med One stands for and an eloquent and effective spokesman for our company. We are first friends and second business partners.

In 1986, Brent and I were invited to create a leasing division for the (at the time) premier hospital equipment rental company in the United States. Medirec was a pioneer in the equipment rental business. At the time, as is often still the case, the long term acquisition of equipment through a lease was seen as a direct opposite to the goals of a rental company. Rental companies tend to want to keep their equipment rented forever and they don't like to spend a lot of money buying new technology. Medirec however saw a need to create a solution for their customers who had been renting their equipment but had made a decision to acquire the equipment long term.

Our new division quickly became successful and profitable. We offered uniqueness for Medirec that none of their competitors could match. One of the unexpected benefits of being attached to a rental company was that we were introduced to many manufacturers who called on the company. Many of them began using the services we offered to provide solutions for their customers, and as a result, we were able to develop a nice portfolio of leases for Medirec. We were

also able to create a significant franchise in our relationship with some of the leading equipment manufacturers in the United States. We quickly learned from serving these companies that they were under significant pressure to provide financial alternatives for their customers yet lacking in reasonable alternatives themselves.

In 1990, the rental company was sold to a group that didn't embrace the need or the benefit of having a leasing company in their portfolio. Armed with a core group of key manufacturer relationships from which to generate business opportunities, as well as a particularly dynamic condition in the healthcare industry, Med One was born. With little or no fanfare we opened our doors on April 1, 1991.

The first few years were challenging and uncertain. We no longer had the Medirec sales force feeding us opportunities. Most of our manufacturer friends had not yet begun to see a mature demand for leasing services. Notwithstanding the inherit challenges of starting a new business, we did pretty well during the first year. In fact, we wrote so much business during that first year that we totally used up our bank line. Our capital backers were not



“Armed with a core group of key manufacturer relationships from which to generate business opportunities, as well as a particularly dynamic condition in the healthcare industry, Med One was born.”

able to renew, expand, or replace the line of credit in the tight market of the early 90's. So there we were - a grand adventure on the verge of collapsing under the weight of its own early success.

Fate smiled on us however. We were successful in bidding a fond farewell to our original backers; finding a funding mechanism that was much better suited to our operation; and creating new products and programs to offer our market. During this time, we established a relationship with a banker who believed in our story and was willing to provide the capital that we needed to sustain and grow our business.

The success that Med One experienced and enjoyed during the next 18 years is due in large part to a courageous banker by the name of Boyd Lindquist, then president of Republic Bank of Torrance, California. In subsequent years, Boyd's bank was sold, he and his partners established a new bank located here in Utah, and Boyd actually moved to Utah in order to serve the needs of Med One more ag-

gressively. Republic Bank (Utah) and Med One Capital are totally and completely independent of each other, yet we have forged a relationship that has allowed each company to experience astonishing growth and impressive profitability.

From very humble and inauspicious beginnings, Med One has grown dramatically in the past 20 years. We began with 4 employees; today we have over 65. We

“It is vital we keep ourselves grounded in the core principles that make our company unique, particularly as the next generation of Med One leadership begins to emerge and take hold of the wheel.”

began with some great ideas and no real assets; today our lease portfolio totals over \$400 million with more than 1,600 customers. There have been lean times to be sure. We've felt the pain of having no money to pay ourselves. We've felt the fear that we might not have the resources to pay our obligations and the uncertainty of wondering if the current transaction that we had just completed would be our last. Our first year in business we placed

\$3,000,000 worth of equipment on lease; in 2010 we placed over \$216,000,000 on lease to our customers.

Along the way, we have transformed from being strictly an equipment lessor into several other businesses focused on “Making Medical Equipment Available” to our customers. We added a peak need rental division, which today has an inventory of equipment worth over \$25 million. We

have added an aggressive used equipment sales facility, which has responsibility to re-deploy several million dollars worth of equipment each year. We have created a state of the art biomed capability staffed with highly skilled and well-trained technicians. When we designed our present building, the design of our warehouse and shipping facility received little attention and was placed in the basement. Today it is the busiest area in our building. We

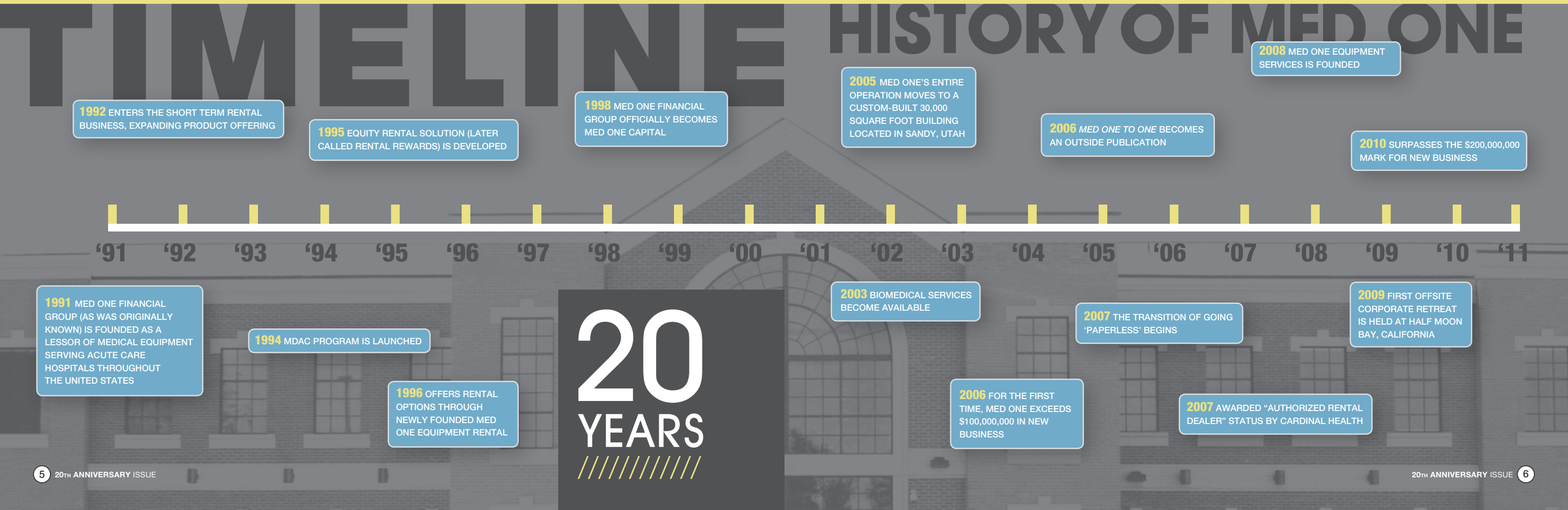
created in house functions of marketing and information technology, a questionable step for a tiny little company. Today we produce in house state-of-the-art marketing materials and have created and maintain an efficient and modern IT capability. In recent years, in an effort to better control our own destiny as it pertains to the generation of revenue, we created an outbound telephone sales department, and we have invested heavily in a direct sales force which calls directly to hospitals in our nation's largest market.

When viewed from the “rear view mirror” it has been an astounding ride. It has seemed neither unique nor impressive as we've come to work each morning and just dealt with the issues at hand and responded to the opportunities that were offered. But, when I take the opportunity to look back, the growth and progress is quite humbling. In the beginning, the odds were stacked totally against us. There is no logical reason for us to have succeeded. We do not take the things that have been achieved for granted. We

are focused each day in providing the best possible experience for customers who choose to do business with us. We are obsessed with creating new and innovative programs that keep us ahead of the pack. We are fortunate to have achieved such a remarkable financial capacity that we have total confidence in our ability to fulfill almost any reasonable customer need.

Indeed the view in the rear view mirror is very pleasant and personally rewarding. It is fun to think back and reflect on the journey we've taken in the past 20 years. The view through the windshield, however, isn't quite so comfortable. It is exciting to be sure, but given what we see all around us - economic uncertainty, tight credit markets, healthcare reform and regulation, escalation of costs, consolidation of key vendor partners - there are some daunting hazards in the road ahead that give us real heartburn. It is vital we keep ourselves grounded in the core principles that make our company unique, particularly as the next genera-

tion of Med One leadership begins to emerge and take hold of the wheel. We want to fight every day to ensure that what we do for our customers NEVER becomes a commodity. We have to bring a freshness and a uniqueness to our market place every day that sets us apart from any other company. We have to develop such a synergy within the Med One team that we succeed in each of the new initiatives that we have enacted in the past few years. Indeed, our successes in the past 20 years tend to create a profound confidence that we will be able to continue the course for the next 20. With courage that finds its roots in accomplishment, I look forward with enthusiastic anticipation to the next 20 years. I am personally excited about the things that we have on the drawing board. I am pleased with the specific progress we have made to strengthen our position in the market place. And I am confident in the resources and talent that we will have available to us this year and beyond. Let's keep our eyes on the road ahead.





Upon The Shoulders Of GIANTS

LETTER FROM THE OWNERS / BRENT ALLEN

This year we celebrate the 20th anniversary of Med One. As I ponder the events over the past 20 years, I stand in awe. I often reflect back on my feelings about stepping up and becoming an entrepreneur. At the time, many questions haunted me. Should I leave a somewhat secure job with a salary and benefits to pursue an unknown future? Am I putting my family at risk? Do I want to venture into the unknown? I had never before taken such a risk. The decision I then faced reminds me of a story I recently heard.

A poor country pastor was livid when he confronted his wife with the receipt for a \$250 dress she had purchased. "How could you do this!" he exclaimed. "We can't afford this kind of spending."

"I don't know," she wailed, "I was standing in the store looking at the dress. Then I found myself trying it on. It was like the devil was whispering to me, 'Gee, you look great in that dress. You should buy it.'"

"Well," the pastor persisted, "you know how to deal with him! Just tell him, 'Get behind me, Satan!'" "I did," replied his wife, "but then he said, 'It looks great from back here, too!'"

Much like the pastor's wife, I looked at this venture from all angles. Part of me said, "Don't take the risk." But a bigger part of me said,

"Go for it." I dreamed of the possibilities and envisioned its potential. Finally, I decided that it was the right decision. I have never looked back and it was one of the best decisions I have ever made in my life. As I reflect on the past 20 years, I have no regrets and find myself wishing that we had done it much earlier.

This experience has given me great insights and has taught me valuable lessons. Along the way I learned that when faced with a challenge, we must look for a way... not a way out. I also learned that you don't measure a man's success by how high he climbs but how high he bounces when he hits bottom. On a few occasions, we hit bottom, but fortunately we were able to bounce back. Among the many lesson learned, I discovered the importance of enthusiasm. Some may have enthusiasm for 30 minutes, others perhaps for 30 days, but it is he who has it for 30 years who eventually wins. There has not been a day that we haven't come to work with enthusiasm about the future of this company and it has truly paid off.

I believe, however, that the greatest lesson I have learned over the past 20 years is one that was voiced by Isaac Newton. He once said that when we accomplish our goals and ultimately get to where we want to be, we generally do so by standing on the shoulders of giants. Med One is where we are because of these giants and my reminiscing cannot be complete without recognizing each of them. No matter what accomplishments we have achieved, someone has helped us get there. Along our journey, we have clearly stood upon the shoulders of giants.

No giant stands taller than our Capital partners. They have come to truly understand our business and have clearly supported our "whatever it takes" philosophy. We take great pride in saying that we have never had to turn down a request based on the lack of funds. We owe this to our capital partners. They are truly giants who deserve our heart-felt gratitude for the major part they have played in this our 20th anniversary.

Standing in the forefront is another giant who has helped us along the way, our rental partners. They have given us the ability to be unique and the capacity to follow our innovative spirit. They currently own over \$25 million

“ You don't measure a man's success by how high he climbs but how high he bounces when he hits bottom. ”



of rental equipment, much of it being equipment that has been acquired from a Med One innovative financing option. Words cannot express what a significant part these giants have made in our 20-year run.

Our vendor partners are likewise giants whose shoulders we have stood upon. They are the lifeblood of our business. Five years ago we had 8 vendors who provided \$1 million or more in new business. In 2010, we had 21 who qualified under this same category. We continue to grow because of these giants and acknowledge their contribution each and every day.

Finally, where would we be without our valued employees who have played such a major role in our journey? Each of them is a giant upon whose shoulders we have stood. We began with 4 employees and

have seen it grow to over 60 caring giants. Our employees really care about our customers. To our capital partners, our rental partners, our vendor partners and our valued employees, please accept my heart-felt thanks for allowing me to stand upon your shoulders.

Last, but certainly not least, I would like to pay tribute to a giant of a man, my partner Larry Stevens. We knew each other long before the inception of Med One and I have always had a deep respect for him. He is much more than a business partner to me; he is a true friend. I truly value our friendship, which began in the mid-sixties, and I cannot think of a better business partner. Larry possesses great wisdom, an optimistic attitude, and a unique ability to visualize the future with a focused perspective. He has always possessed a very unique philosophy: "Why not?" In my mind, Larry is a giant among giants. As I reflect on the past, I am indebted to Larry and will forever cherish the memories we have built here at Med One. I have walked on his shoulders and to this giant I say thank you.

It has been said, "If you want to get rich quick, count your blessings." Based on that standard of measurement, I am a very rich man. I am very blessed, and I am fortunate to have experienced so many giants in my life. "You only live once but if you work it right, once is enough." Thanks to Med One and to all of you, I believe that I have been fortunate enough to have worked it right.



ACQUISITION SOLUTIONS

EACH SOLUTION OFFERED BY MED ONE CAN BE CUSTOMIZED TO BEST FIT THE NEEDS OF THE CUSTOMERS. WE HAVE TWENTY YEARS OF EXPERIENCE WORKING IN THE HEALTH CARE INDUSTRY. OUR SIMPLE DOCUMENTATION, QUICK TURN AROUND TIME AND CUSTOMER SERVICE HAVE NO COMPARISON WITHIN THE INDUSTRY.

CAPITAL LEASE

Customer commits to a fixed term of rental payments. At the end of the rental term, customer owns the equipment with a \$1.00 buyout. There is no option to return this equipment. Rather, the point of this program is simply to finance the equipment over several months when cash is not available for immediate purchase. Completing a capital lease through Med One is simply a matter of signing a 2 page proposal document and issuing a purchase order. Both the signed document and the PO are then sent directly to Med One. This program is also known as a Rent to Own or a \$1.00 Buyout Lease.

RENTAL REWARDS

Simply issue a 1 month renewable purchase order to Med One, and the customer receives brand new equipment direct from the manufacturer. The customer can rent the equipment on a month to month basis or, if capital budget is allocated, purchase the equipment with 50% of the rental paid going towards the purchase price. There is no paperwork to sign, payments are made from the operating budget, and the customer may return the equipment at any time.

EQUIPMENT SERVICES

As a division of Med One Capital, Med One Equipment Services can handle a single department's repair needs or the needs of an entire facility. **Services include:** Refurbished Equipment, Biomed Service, Equipment Sales and Purchase, Equipment Rental and Leasing. **Available Equipment:** Infusion, Oximetry, Monitoring, Imaging, Respiratory, Sleep Study Equipment, and more.

OPERATING LEASE

Customer commits to make monthly payments based on an established term. When the term ends, the equipment can either be purchased based on its fair market value, rented for an additional 12 months, or returned to Med One Capital with no further obligation. Completing an operating lease through Med One is simply a matter of signing a 2 page proposal document and issuing a purchase order. Both the signed document and the PO are then sent directly to Med One.

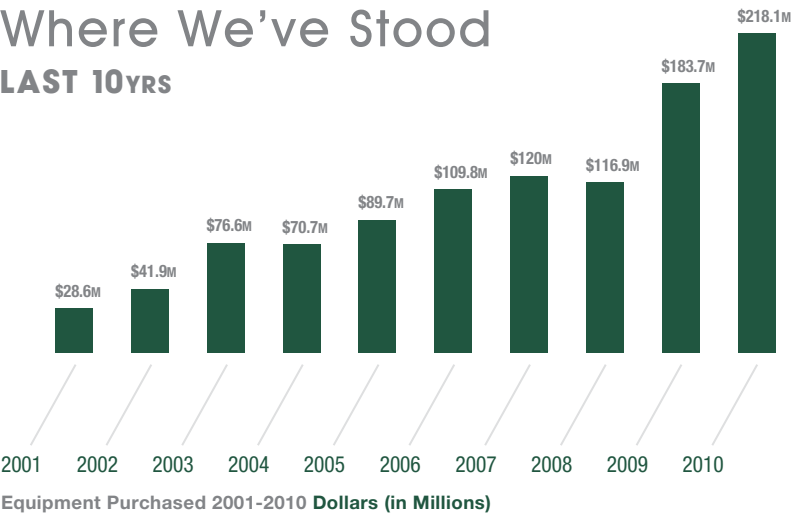
12 MONTH RENEWABLE OPTION

Typically, an operating lease deal is done on a term of 36 - 60 months. At times, a customer may have difficulty committing for an extended length of time. If so, we can present a short-term renewable option. The intent is to provide a 3 - 5 year lease payment structure in which the customer is only committed for 12 months at a time and can renew after each 12 month period until the total lease term is met. After any 12 month period, the standard end of term options are also available, so this option will always qualify under the FASB-13 guidelines.

EQUIPMENT RENTAL

Med One Equipment Rental is an authorized rental dealer for Alaris Systems and Sigma pumps. We carry equipment from leading manufacturers and our refurbished medical devices are patient-ready, include a full warranty, and are factory tested. **Equipment Available to Rent:** Modular Systems, Syringe Pumps, Infusion Pumps, Patient Monitoring Systems, Pulse Oximeters, Smart Pumps, SCD's, Ventilators, Bi-pap Machines and much more.

Where We've Stood LAST 10YRS



Where We Stand

MED ONE CAPITAL	DEC 2010	2010 YTD	DEC 2009	2009 YTD
New Equipment Purchased	\$23,368,563	\$218,047,792	\$27,777,679	\$183,675,680
Number of New Leases	125		99	
Total Customers		2,230		1,902
Total Equipment Leased		\$363,573,007		\$330,540,182
MED ONE EQUIPMENT RENTAL	DEC 2010	2010 YTD	DEC 2009	2009 YTD
Total Rental Revenue	\$706,326	\$8,781,644	\$842,276	\$9,392,101



CONFUSED?

WHO EVER SAID EQUIPMENT FINANCING HAD TO BE HARD...

Acquiring equipment through Med One Capital has never been easier. Our simple documentation and quick response time is unique within the industry. Our creative solutions and the way we do business allow us to simplify the complications that come with acquiring equipment.

CFO Thoughts

CHIEF FINANCIAL OFFICER / JEFF EASTON

Since 1991, Med One Capital has successfully demonstrated how we bring value to the market place. I have now been with Med One Capital for over 3 ½ years as the Chief Financial Officer and it has been a great experience. As all of us are aware, the past several years have brought challenges in the national and world economy. However, we here at Med One Capital decided to take what could be a discouraging time and to seek new opportunities to excel. We decided to lift others and ourselves by developing an attitude of optimism and refusing to remain in the realm of discouraging thoughts.

I know that attitude and dedication has played a part in the success we've experienced. Despite the economy and other challenges, Med One has grown each and every year and, more importantly, has been able to adapt. We continually strive to understand the market and what our vendor partners and customers need. We have developed fantastic capital partners who allow us to do what we do best and that is "Make Medical Equipment

Available." We have significantly grown our vendor and customer base over the past few years as they have recognized the value that we bring to the niche that we work in.

The growth this company has seen in its first 20 years has been fantastic. Med One Capital has progressed from a company with just a few transactions on the books to one that now has thousands; a company that serviced just a couple of customers to a company that has and does service thousands; a company with only a couple of vendors to one that now does transactions with over a hundred different vendors on a yearly basis and has multiple core vendors; and has great capital partner relationships.

Med One has also evolved from a technological standpoint. We have implemented new systems, processes and key employees that have enabled us to effectively handle our large increase of business over the years. In addition, we are now prepared to transact even more business than we currently do without affecting the flow of normal business process.

Med One Capital has always emphasized the role that relationships play in the company's overall success. As we have grown and increased our customer, vendor, and capital partner relationships we have become a stronger partner for everyone that we work with; this is advantageous for everyone. We realize that it is now more important than ever that Med One Capital stay in tuned to the market and what is needed by our customers and vendors. We are dedicated to listening to and working with our customers and vendors in order to become an even more improved partner.

I am so grateful to be part of a wonderful company that truly does cares about its customers, vendors, capital partners, and employees. It is refreshing, and it makes me want to work even more diligently to service the needs of all of those whom we have the privilege of working with. May the next 20 years be a time where Med One Capital makes even a larger impact on the industry in which we serve by "Making Medical Equipment Available."

“ Med One Capital has always emphasized the role that relationships play in the company's overall success. ”



Equipment Financing Increases MARKET UPDATE

The recovery in equipment financing continues to gain momentum, according to the Equipment Leasing and Finance Association's survey. Based on the survey, financing volume for business equipment increased by 12.5% in November 2010 from the previous year.

The banks and finance companies that participated in this survey reported financing \$4.5 billion of new equipment in November, compared to \$4 billion a

year ago. November was the eighth straight month of year-over-year growth recorded by the survey, showing a promising recovery for the \$521 billion-a-year commercial leasing and financing industry. Since the recession and limited access to credit, the trucking, technology, and healthcare industries have shown the most financing activity.

Beginning in 2010, new financing volume has increased 6.5% from a year ago to \$50.6 billion. However, indicators in the survey

regarding credit quality remained mixed, reporting weak credit of some loan recipients and lingering bad loans.

The 25 respondents to the Washington association's survey included banks Wells Fargo & Co. (WFC), Bank of America Corp. (BAC) and Fifth Third Bancorp (FITB); independent financing companies including CIT Group Inc. (CIT); and finance units for manufacturers Caterpillar Inc. (CAT), Deere & Co. (DE), Volvo Group, and Dell Inc. (DELL).

Site: Dow Jones Newswires

Med One Equipment Rental

VP OF EQUIPMENT RENTAL / BRAD JOHNSON

Med One Equipment Rental (MOER) continues to be the backstop for equipment that is returned off lease from Med One Capital. With MOER in place, the leasing company is able to be very creative in providing solutions for its customers. If equipment is returned after a lease, the rental company provides a way to continue the revenue stream rather than having to sell the equipment.

The year 2010, by all indications, seems to have been a slower year for rental

companies of medical equipment. After years of continued growth, MOER experienced its first ever dip in rental revenue. However, we took advantage of the slower year in rental to sell over \$500,000 worth of under utilized or older equipment. This enabled us to purchase some new lines of equipment, which has diversified our portfolio of equipment for our customers and distribution locations.

MOER now offers equipment from most medical manufacturers, nearly all of which is

available throughout the country in strategic locations. As always, we value our relationships with our customers and distributors throughout the country and look forward to working with you in 2011.



BUILDING A SUCCESSFUL COMPANY

I was recently asked to share my thoughts on what it takes to build a successful company. Flattered by the request I began to ponder the keys to success.

Reflecting on how to identify what makes a business successful, I looked at people like Sam Walton of Walmart and Jack Welch of GE. Both gentlemen are well respected and have published frequently on what it takes to make a business successful. They agree that first you must have leaders who have a vision that is simple, clear and can be understood at all levels of the organization. You need leaders who can inspire others to share and achieve that vision. As the leader, you need to communicate the vision and encourage all employees, business associates and customers to talk about and share ideas on accomplishing the vision.

The company culture needs to embrace change and encourage employees at all levels to be problem solvers, not problem reporters. They should be empowered to do what it takes to solve issues and problems, not just move them up the chain of command. Yes, bring attention to the problem, but also bring insight into how to solve or eliminate issues and problems.

Any business is only as successful as its customers say that it is. Achieving financial

goals is key, but knowing how your customers and business associates view your company's service level is critical. You need to insure that you are exceeding their expectations consistently, not occasionally. One lost customer will generally take four to five to replace the lost customer's contribution and a huge investment in time to find and develop new customers.

In summary, there are at least 3-10 keys to being successful in any business. The following are five concepts that I think are vital to any type of business becoming a success in its field.

VISION simple, clear and well understood

LEADERSHIP inspirational, motivating and strong communicators who empower others around them

WILLINGNESS TO EMBRACE CHANGE encourages change as an opportunity and not an obstacle; shares those thoughts throughout the organization

EXCEEDING CUSTOMER EXPECTATIONS exceeds customer expectations everyday and every time at all levels of interaction with the company; every employee owns delighting the customer, not just the leaders or owners

“Any business is only as successful as its customers say that it is.”

SIMPLICITY keeps business simple, avoids bureaucracy and provides clear communication

I would love to hear from you on what makes your business successful. As always, I invite you to call or email me with your thoughts and comments. We are beginning a new decade and need your input on how we can improve and ultimately delight you by consistently exceeding your expectations. Thank you for taking the time to read our publication and we hope you will share your thoughts on how we can achieve even greater success as your business partner.

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I was fortunate to grow up in a time when kids still liked to play outside. In retrospect, I suppose our tube television didn't have enough pixels to make Atari and Nintendo games too appealing. For me, the movie *The Sandlot* seemed to be a personal documentary. My buddies in the neighborhood included: Big Ricky, Chubs, Marcos, Jonny G, Stevie, and many others. We came from all types of backgrounds and ethnicities, but we all had one thing in common... a love for the game of baseball. We played wherever space allowed whether it be in a cul-de-sac, an open field or just someone's backyard. On those really special days the high school field would be open and we would play for hours.

“Fortunately for me, the stars aligned and here I am. I love being a part of an organization that truly makes a difference.”

Afterwards we relaxed on the infield grass dreaming of the days when we would play in the big leagues. Those were the days.

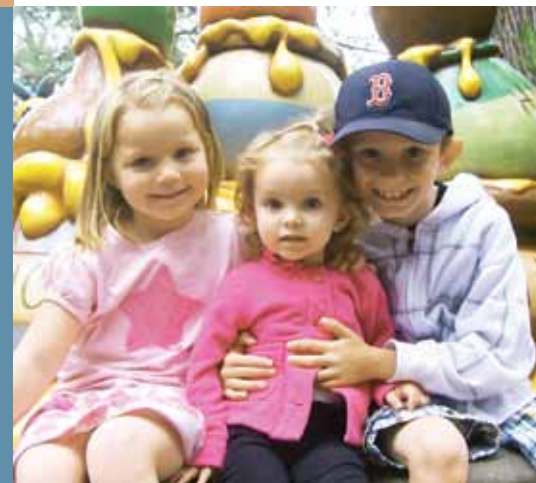
Fast forward to high school and my love for sports, most particularly baseball, still thrived. I pitched and played second base for the Brighton Bengals. Baseball was secondary to pretty girls at Brighton. I was sitting in Geometry my junior year joking around with others when suddenly everything slowed down; the rest of the room became a blur and in walked Jill Ludlow as Harry Connick Jr.'s rendition of “It Had To Be You” played in my head. Too bad for me she had an older boyfriend and all we did was hang out in group dates during high school. Not to worry, it all worked out in the end.

Shortly after graduating from high school I had the opportunity to live in Uruguay for two years where I served as a missionary for my church. Upon returning I looked up that pretty girl from Geometry class and convinced her that despite my lack of good looks and

empty bank account I was the perfect match for her. She believed me and from that day I knew I was destined to be in sales. Jill and I have been married for ten years and have three fantastic children (Ashton 8, Isabella 5, and Averì 2). I graduated from the University of Utah with a B.A. in Communication shortly after the birth of my son Ashton.

I had been working as Branch Manager with a national building company in Utah when I found out about Med One Capital. Upon learning more about Med One I knew I wanted to be part of their team. Fortunately for me, the stars aligned and here I am. I love being a part of an organization that truly makes a difference. We are a solution-based company that puts an emphasis on creativity and stresses the importance of our customers' needs.

Aside from my career at Med One Capital, I love to spend time with my wife and children. They are the reason I get up every day. We enjoy playing sports, playing games, hanging out at the Gateway (outdoor shopping mall in luxurious Salt Lake City) and traveling together.



EMPLOYEE SPOTLIGHT

ACCOUNT EXECUTIVE / TROY VANDER VEUR

MED ONE CAPITAL / 2011

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20TH ANNIVERSARY 1991 ~ 2011

