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January 30<sup>th</sup>, 2015

South Carolina Senate  
State House  
Columbia, SC

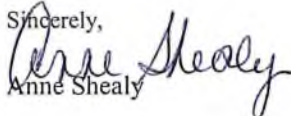
Dear Ladies and Gentlemen of the Senate:

I first met Eleanor Kitzman when I worked for a call center in Newberry and she was our client. While I worked at the call center she would often visit and engage our employees in dialogue for professional development. She also worked with the owners to provide the necessary funding for education and tools needed to increase our employees skills and often brought in treats for our staff as a show of appreciation for a job well done.

I left the company to pursue other options and years later spoke with Ms. Kitzman about a job opportunity she had at Drivers Choice, a company she had recently founded. I took a position in her company and as I worked closely with her, my respect for her grew enormously; she was, and is, a person of great strength, character and wisdom. About a year later, she approached me about a new position for which I felt I was ill-equipped to handle and for this reason I offered to resign because I felt my lack of experience would reflect on her and hurt her standing in the business. Instead, she persuaded me to take the position by telling me she believed I could do the job and helped me to believe I could also. At that time I realized not only was she a visionary, but she also had wonderful insights into a person's abilities. We have stayed in touch over the years and I often go back to her for advice. The team that she built at Drivers Choice and Affirmative still stay in close contact and each and every one of us attribute so much of who we are as professionals to her. Not one of us would ever turn down the opportunity to work with and for her again.

My career has been very successful; I have received accolades from our company and others in the industry. I received a call in 2006 by the call center in Newberry to see if I would come back and develop a new business plan. Like Ms. Kitzman I am loyal and I viewed this as an opportunity to build something in this rural area and provide the same opportunities she offered to so many of us. This plan was built using what I had learned from numerous industry professionals. We are currently a national company attracting insurers and associations from all over the United States. We are in negotiations with the largest national organization for insurance professionals and I have personally received offers to develop this business model for others. Under her guidance two of our employees are now in lucrative positions with other insurance companies, three are holding positions within the state as company executives also in banking and insurance.

Ms. Kitzman is a caring person with a passion for this state as, providing opportunities to our youth and improving the quality of life for all of our citizens. Her unusual ability to pair the right people with the right position will ultimately allow her to build a strong, knowledgeable team. We often say that we want politicians and leadership to consist of people that are true to their values. If that is true and you want honesty and integrity accompanied with ability then Eleanor Kitzman is the person you are looking for. Eleanor is a person who does not shrink from placing herself in positions that tend to garner her harsh criticism; I know she does this because she wants to help. She delivers the truth that is sometimes uncomfortable; she believes in telling people what they need to hear, not what they want to hear. In my opinion, the state of South Carolina and in particular this division will benefit greatly from her leadership just as I have. I would also remind the citizens that Eleanor has maintained a residence here and contributed in paying taxes to this state.

Sincerely,  
  
Anne Shealy