



November 27, 2024

To whom it may concern:

It is my pleasure to recommend Shay Nikles for the Non-Acute Healthcare position.

I have had the opportunity to work with Shay for the past 4 years and she has stood out as a top performer within the 5 rental locations I support. She shows a high level of professionalism and organization in her selling approach which I have seen firsthand in some of the target accounts we have worked on and sold together. She has a natural ability to build trust and rapport with her customers which will serve her well in earning the trust of our healthcare facilities and growing our business.

As a leader and top contributor to the sales team at location 101, she has been part of the training and development of several other reps on her team. Shay's ability to train and develop the partners around her will be a cornerstone of her success in engaging the field sales teams to prospect and sell in the Non-Acute vertical alongside her.

I highly recommend Shay to be promoted into the Non-Acute Specialist role where she can continue to thrive in securing new business as well as make a significant impact to the partners and operations she would support.

Please feel free to contact me for any further information.

Respectfully,

A handwritten signature in black ink that reads "Derek Kipple". The signature is written in a cursive, flowing style.

Derek Kipple

Healthcare MAM – Central PA