To: Darcy Bryant and Amy Swordson

From: James Mitchell

Date: 10/31/2017

Subject: Pitching Services to AOL

Hey team, we have been asked to present a lecture about the actions TalEx took described in this article:

Schoonover, Christopher (09/2017). “Taking on Goliath”. Inc. Magazine, 206.

Management has asked me to lead the team and I have planned a three prong approach for us to cover the most ground in our preparation. I will research starting a recruiting start up. Due to my work experience and success with organizing and launching new accounts, I’m confident I’ll yield progressive results.

The client needs of AOL are a big factor in this project. Darcy Bryant, I think you will be best suited for researching what they ask of their outsourcing partners. I know you have success building relations with client contacts, and balancing correspondence between them all. I think you’ll be able to bridge this subject best.

Payroll services are the biggest obstacle to TalEx’s success. I know Amy Swordson has detailed experience with resolving payroll issues in high complexities. I think that knowledge will give you the best edge when finding details on this subject.

We are scheduled to present on November 27th, and I’d like us to bring our results together before the holiday break. Let’s meet on the 21st to brainstorm any final points. That will give us time for any revisions before the big day.

Thank You,

James Mitchell