

Thank you for inviting our family to celebrate a wonderful evening involving education and technology, two things my family cherishes wholeheartedly. Losing my dad, my best friend, a few months ago was the most painful and devastating event I've had to encounter. Any time I had a free 20 minutes, I would call him to say hi and hear how happy he was on his farm in Colorado. I remember as I was driving to the airport to fly to his funeral I tried to call him because it didn't feel real. And I realized if he would have answered my call to tell him how sad I was, he would have said "but you had 30 amazing years with your best friend...remember those times".

My brother wasn't able to make it tonight but he wanted to share the following. He said, "My father always told me that business doesn't have to be cruel. That you should always do your best and be truthful when engaging with others. My father helped grow a company off the idea of building good relationships with good business practices, something rarely seen these days. Image is everything he always said, don't tarnish your reputation because that's all you have and that's all people talk about."

Everyone remembers my dad as "Big Ter", the unofficial photographer of every team, every event, and the guy who took "the best pictures ever". His passion was capturing memories without being noticed. He took photos that are hanging in living rooms in Holland and Scotland, and families have been brought to tears seeing their daughters compete in the United States.

My dad's mission was to make people happy. He did everything possible to make sure everyone was taken care of. Photos were his passion. His portable printer was his party trick. His friends thought he invented the best thing since sliced bread when those pictures printed out. I was always so proud to be his daughter, and certainly always will be so humbled by his ability to light up a room without being the center of attention.

I had the opportunity to go through my dad's belongings and recently came across his grades from college. Needless to say they weren't nearly as sharp as his smile. I tend to think he wanted to

create a new way for students to learn because the traditional method was not the best method for him. Finding a way to incorporate visuals and use technology in a new and innovative way was exciting to him.

My dad considered each and every one here a friend before a colleague. He valued relationships more than I can put into words. He always told me when I got into sales "Linz, remember there are a million products and they can all do the same thing. You have to provide value, trust, and an important relationship with your customers. Be honest, transparent, and listen to their needs. Then, provide the solution and follow up."

My dad's right-hand woman was Kim Carrette. Soon after my dad passed, Kim, out of the kindness of her heart, sent a gift to the viewing which was a collage of quotes about my dad from his coworkers. Everyone who read it commented on how great the poster was. My dad always praised her hard work, dedication, and ethics. He always said he couldn't have done his job without her, so Kim, thank you for believing in my dad and supporting him. I know he did everything to thank and appreciate you.

My dad taught me to call and check on a friend you haven't talked to once a week and ask how things were going. He told me honesty is everything even when you've messed up, made a mistake, or you were wrong. He knew exactly what to say during a meltdown, and even now when I try to call him I know exactly what his answer would have been, "this too will pass", "you'll figure it out", or "everything will work out honey, just keep working hard". Even when I said, "I KNOW DAD, but I'm annoyed".

As a sales rep, he sold with a smile, he sold with relationship building, he sold with idea creation, he sold with passion, and he sold with a solid delivery. He would be completely humbled and probably never would have told me about accepting this award if he were here and he would want to break it into pieces to share with all of you. Thank you for being my dad's friend. He loved nothing more than putting a smile on your faces.