

It's with great pleasure that I endorse Michael Johnson for MCA's Spartan award. I have had the privilege of having Michael under my management in 2021. Throughout that time, Michael has been very impressive. He has, in my opinion, exemplified the "Ideal MCA Brand Ambassador". Michael embodies the key traits that we look for in every new hire, as well as what we hope to develop over years of time with current employees. Just a few of those traits, which I've watched from a front row seat include, having a positive "can do & will do" attitude almost all the time, a tireless work ethic, and a passion to serve his clients and MCA equally. He tops those qualities off with a big dose of being a very likeable and trustworthy guy, two of the main ingredients needed to be a good salesperson, as well as a representation of our organization. Most importantly, Michael's relentless commitment to provide extreme customer service with extreme professionalism has gained him the trust and respect of his clients, and subsequently their trust and respect in MCA.

As a result of the characteristics above, Michael is having a fantastic year. He is fast approaching the \$10M sales mark and I expect him to exceed that by year end. Almost all of this has been through his complete dedication to the cross-selling effort. He has removed any question of whether it works, if it can be done within MCA's model, or if it is profitable and makes sense for salespeople to pursue. He has led this charge through example and proven for all that cross-selling works...period! I believe his success rate with this is a direct result of Michael's belief in relationship sales through a Teamwork approach, which explains why he is the top cross-selling salesperson in the security division, and possibly the entire company. He has been practicing the "Better Together" philosophy before it was introduced as our mantra. I believe that has always been woven in his DNA and it has served him and MCA well.

In closing, it's important for me to mention that all the success above didn't come without a cost. I have personally witnessed Michael working 60 to 80 hours a week consistently to meet the short notice and high demands of his clients. Many of these hours have been travelling from South Carolina to Georgia then down to Florida and back to South Carolina, and then repeat. Travelling on the road, living in hotels, being away from his family, and working long nights and weekends. He is currently relocating just to be closer to his largest client. I don't know of anyone more committed to MCA, more committed to cross-selling, more committed to their clients, and more deserving of this award than Michael Johnson.

Respectfully,

Mike Simmons
Security Division - VP of Sales & Business Development
South Region