



# FORT HAYS STATE UNIVERSITY

*Forward thinking. World ready.*

VIRTUAL COLLEGE

**To:** Jeff Lewis  
**From:** Mr. Dennis King, Director of the Virtual College and Learning Technologies  
**Date:** June, 2010  
**Re:** Insight Promotions

We have always been extremely happy with our dealing with Insight.

Each year the Virtual College at Fort Hays State University orders many items from Insight Promotions. We find these items through our own research, visiting other schools at conferences, or having Jeff propose items and special deals to us. At the Virtual College we value the fact that Jeff takes the time to know who we are and what we might be interested in. When he does come to visit, the meetings are meaningful, and provide us with useful information.

When the Virtual College proposes items to Jeff, he always comes back with research on the item we propose, and cost effective alternatives. His alternatives usually include that item, and options costing more and less, to give an idea of how we can get the most out of our money. These options, and Jeff's knowledge of the industry has saved the Virtual College time, money, and provided us with a reputation of having quality promotional items.

The quality of products that Insight Promotions has supplied the Virtual College usually meets or exceeds our expectations. If we have had a concern with a product, Jeff has always worked with us and the vendor to find an agreeable solution. Not having to work through issues ourselves has been a great time saver.

Insight has also been great to work with on short timelines, or specialty items. Each year we seem to provide Insight Promotions with a special challenge. Each year they have met that challenge.

Fort Hays State University's Virtual College finds working with Insight Promotions to be an efficient way to manage our promotional needs. We always receive professional advice, research, and quality when dealing with Insight Promotions.