



Lin O'Neill

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O'Neill Enterprises

m: 214.557.6555

w: [oneill.enterprises](http://oneill.enterprises)

e: [lin@oneill.enterprises](mailto:lin@oneill.enterprises)

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TO WHOM IT MAY CONCERN:

It is my great pleasure, in fact...it's my honor, to offer this Letter of Recommendation on behalf of Kaylyn Scott.

I've known Kaylyn since 2013. That was the year I got to know Kaylyn as she was a Class Member in the Small Business Administration's Emerging Leaders (aka E-200) Program for which I was the North Texas Instructor. This program, currently in 85 locations throughout the U.S., is a 6-month experience for Entrepreneurs/Small Business Owners with annual gross revenue between \$300K - \$10MM and is designed to help experienced business owners with their growth/scaling strategies.

Kaylyn quickly distinguished herself in this setting (as she has continued to do in her business endeavors). Based on my observations of (and interactions with) Kaylyn, I noted she is intensely collaborative, highly conceptual, hyper-aware of others' needs, articulate and an action-oriented problem solver. To say she is an impressive business owner goes without saying. Additionally, Kaylyn has an ability to help others see "a better way" to resolve an issue...and that's a gift!

I could add many additional observations as I had the opportunity to, once again, have Kaylyn as a Class Member when she was accepted into the Goldman Sachs 10,000 Small Businesses Program in the 2015 Summer Cohort for which I served as Lead Faculty. One specific I want to be sure to include here is the strategic growth skills she appeared to have mastered in between her time in the two referenced programs. That penchant for continued growth coupled with the ability to integrate new thoughts and concepts is, in my professional opinion, a hallmark attribute of Kaylyn.

In summary, I'd likely be willing to support Kaylyn in any effort with which she chose to be involved. And I would do so with the full expectation that she would succeed...it's in her DNA. Lastly, I want to mention Kaylyn's humility. Empathetic to the core, she appears to never take either her success or her skills for granted and sees gains made by others as a consistent prompt for acknowledgement and celebration. She continues to persevere in spite of any setbacks toward her goal(s) and helps others, regardless of their role, "level" or title, to come along with her as partners in the effort.

I would be happy to answer any questions and/or provide any information needed or concerning anything written here. My contact information is shown in the letterhead of this communication. Thank you for the opportunity to share my appreciation for Kaylyn's fine work and character.

*Lin O'Neill*