

10/22/2020

7317 Reddfield Court
Falls Church, VA 22043

Dear Wayne,

Greetings from a former employee of Omni International Jet Trading Floor. It was 40 years ago this year that you hired me as your firm's receptionist – wow – I cannot believe it was that long ago. During this Covid pandemic, I have been going through my personal papers, sifting, sorting, filing, and shredding and I came across my OIJTF pay stubs that I had kept during these years. As I was reviewing them, I began to reflect upon my time at your organization and I wanted to let you know how appreciative I was that you gave me a chance to be part of your team. I was a young girl of 25 when you hired me and I was trying to make a career change from teaching to the business world. It was a difficult time for me, having lost my dad only two years prior, and trying to establish myself in a totally new arena. I wanted to reach out to you today and catch you up on what happened to me over the past 40 years, and how my time at Omni shaped my later life and career choices. More importantly, I wanted you to know that I appreciated your kindness to me during that time and to say "Thank you" for all you did for me during that crucial period in my life.

During my time at Omni, I had a ring-side seat to watch the inner working of an aircraft sales, brokerage and finance company. Even though I was in an entry level position, that job opened my eyes to new potential opportunities, and it shaped my career direction in ways I could not have imagined at the time. Your entrepreneurial spirit and enthusiasm were inspirational. Omni was a fascinating place to work and many of your team members taught me some valuable lessons. I have many fond memories of working with you, Tom Westrick and Susan Bryan. Susan was always so professional and elegant, and she was very loyal to you and the firm. Tom was smart, strong, and resilient. When I wanted to do more than be a receptionist at your firm, you agreed to promote me to work for Tom as his administrative assistant. Even though you did not want me to move off the front desk, you afforded me the opportunity to grow into a new position and to advance further.

After I left Omni, I went to work for another entrepreneur – this time a real estate developer – as his administrative assistant. Two years later, I decided to get into sales and I worked for a national sales organization and went through a formal sales training program and I was successful for several years – each time I changed jobs, I sold a higher ticket item. My last sales position was in the field of mortgage banking where I sold "mortgage money".

My mortgage banking sales career led me to work for a large regional bank and I was selected for their management training program and it was then that I became a commercial banker who specialized in lending to various corporate entities. I later obtained an MS in Finance from Johns Hopkins University and finished the last half of my 35 year banking career lending to non-profits. My lending specialty was tax exempt bond financing for non-profits to finance their real estate assets. I retired from banking in early 2019.

When I began my career journey in the corporate world with your firm in 1980, I could not have imagined the direction and the path that journey would eventually take me. I wanted you to know that you really made a difference in my life and career choices. I have really come a long way since my days as a receptionist! I stayed in touch these past 40 years with Barbara Oldroyd, Bob Rockwood's

administrative assistant. So, not only did I learn valuable business lessons from my time at OMNI but I have a life-long friend.

I loved working at OMNI and have many fond memories of my time working for your firm. I hope you and your lovely wife, Jackie, and your family are all well and thriving. If you would like to contact me, you can reach me via e-mail : bjamer34@aol.com

With sincere best wishes,

A handwritten signature in cursive script that reads "Barbara James-Repetti". The signature is fluid and elegant, with the first name "Barbara" being the most prominent part.

Barbara James-Repetti