

To: Sunny Balwani[sbalwani@theranos.com]; Elizabeth Holmes[eholmes@theranos.com]
From: Rosan, Jay
Sent: Thur 8/14/2014 12:17:15 PM
Importance: Normal
Subject: FW: Demo schedule underway, just did labs at Theranos in Palo Alto
Received: Thur 8/14/2014 12:17:11 PM

Thought you might want to read this testimonial from a CEO that we respect.

J

From: Lisa Maki [REDACTED]
Date: Wednesday, August 13, 2014 11:03 PM
To: Jay Rosan <jay.rosan@walgreens.com>
Subject: Demo schedule underway, just did labs at Theranos in Palo Alto

Dr. J, wanted to let you know I did some recent blood work at Theranos and I'm a believer! I paid \$28 for tests that cost me \$442 at Quest last year. One tiny prick, up front price quote and payment, nice room and music. I have a high deductible so that means a lot. I told my doctor I refuse to go to Quest and she has to accept these results from Theranos. We'll be promoting Theranos wherever we can.

Congratulations on doing some good. Look forward to demoing soon.

Lisa

Lisa Maki
Co-Founder/CEO, PokitDok

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