

### **Finding Success in Brownfield MDU**

Cayce will discuss the process for uncovering the needs of existing MDU sites, how Lumen approaches technology advancements and brings them to these communities. Share tools and resources, both internal and external, that can be helpful in knowing before making contact with owners/management companies. She will also cover how to approach renewals and assignments. Questions about greenfield developments are also encouraged.

**Speaker:** Cayce Renshall, MDU Sales Manager, Lumen Technologies



I was born in Australia and moved to Portland, OR when I was 7 years old. I moved to Cincinnati to attend Xavier University in 2003 and started working for Cincinnati Bell in 2005. At Cincinnati Bell I held several positions, with my last being an MDU Account Manager where I shared the Cincinnati/ NKY territory. In September 2016 I moved back to Portland, OR and started working for CenturyLink, now Lumen Technologies, as a SR. MDU Account Manager for the whole state of OR. In 2019 I became Sales Manager for the MDU program for the states of Oregon, Nevada, and SW Washington. I love to travel all over the world and am an avid basketball fan...Let's Go X!