

January 2007

To Whom It May Concern:

This is a letter of recommendation for Bob Goodson I have known Bob for twenty-three years. He has been a subordinate, a peer and as a result of our long and excellent business association, we became friends.

In 1984, Bob applied for a sales position The interview process was long and detailed. I selected Bob based mainly on his character, competitiveness and work ethic. He reported to me for the next five years. Bob was more than a top sales producer; he was a leader in the district. I knew back then that he had sales manager DNA.

In 1989, Bob was promoted to a specialty sales position. I followed his continuing success in his new assignment. He was a top salesman and a leader in his new position.

In 1995, a new division was forming and I was asked to be the Senior District Manager in this group. Bob Goodson was one of the first to be promoted as District Manager in this new unit. Once again, I was fortunate to be working with Bob, this time as a peer.

Bob has the leadership, competitiveness, people skills, organizational skills and work ethic and would be an asset to any organization. I can highly recommend Bob Goodson to any company looking for a strong manager with outstanding character. If you have any questions, please contact me

Sincerely,

Jim Smith