

January 31, 2007

To Whom It May Concern:

I am writing this letter on behalf of Bob Goodson who I have known for two years while employed at ABC Pharmaceuticals.

During those years I had the privilege of working with Bob on the sales management team and got to know Bob as a person and sales manager.

Bob impressed me with his leadership style and the results delivered by his team as a result of his direction. Bob's team was often the team to catch if you wanted to be among the top performers.

I admire Bob and the respect he received from his team who followed his lead and found solutions to the business challenges within the district to deliver results. Bob's hard work, planning and implementation of the sales strategies are among the reasons for the success.

Bob is a great example of a peer who is always willing to help others on the team keeping the big picture in mind that the team is stronger when people share ideas, and work together to achieve common goals. These goals include; sales and market growth, developing future leaders of the company, and generating corporate value.

I am confident that Bob will be a great addition to any team and the results will speak volumes about what Bob is capable of in terms of exceeding sales expectations. Bob is a valued friend and co-worker who has been a role model during the time I have known him and I support him as the best choice for whatever he is chosen for in his career path.

Respectfully Submitted,

Bernice Miller