

Dear Mr. Hawthorne,

It is with a heavy heart that I fully recommend David Glass as your next Sales Manager. David was forced to leave our organization when he determined that he needed to move closer to home to take care of his family. Our loss, it would seem, is your significant gain.

While David was our sales manager, our sales rose by 45 percent. In my years as a business owner, I had never seen a more efficient and effective administrator. His methods were instinctive and always accurate and his results were indisputable. I was always very glad to pay David his bonus every quarter as he had more than earned it.

As a manager, David had the respect of his subordinates and his competition. I would regularly field calls from competitors looking to hire David away from me. But David's loyalty was unshaken. His sales professionals appreciated his effort and the fact that he would go on sales calls with them to help improve sales.

I respect David's decision to uproot his life and move back to his hometown. You will never find a more qualified sales manager candidate than David. If you would like to discuss any details, please feel free to call me at 555-456-6478 or email me at georgewilson@email.com.

Sincerely Yours,

George E. Wilson

Owner

Wilson Real Estate Supplies