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# Geoff Lilley

February 12, 2007

Dear Sir or Madam:

I am writing to you today on behalf of my colleague, Shelly Mellomida. I would like to take this opportunity to acquaint you with one of the most amazing, passionate, and committed people I know.

There's an old saw about, "you could put him/her in the dictionary for [fill in the blank here]." Where Shelly is concerned, I'm going to put a new spin on it – you could put her picture in the dictionary under "work ethic," but that would mean she'd have to take away valuable time off the phone or the computer, creating training partnerships with her clients, and she's not willing to do that.

Shelly defines the word commitment. Shelly does not sell classes. Shelly's selling method is to forge a commitment based on mutual understanding, respect, and a commitment to the success of her clients. With that base in mind, the training is simply a means to the end of success.

It pains my heart to write this letter, knowing that some other company may reap the benefits of Shelly's talents, instead of New Horizons doing so. But I think so highly of Shelly that I'm not willing to let my selfish desire to work with her get in the way of her success.

I am lucky that I have the pleasure of working with her, and you'd be lucky to have her work for you.

Sincerely,



Geoff Lilley  
Training Supervisor, Applications  
New Horizons Computer Learning Center, Sacramento  
[REDACTED]

*It's not about the numbers until you get what the numbers are about. And then it's all about the numbers.* .....