



January 25, 2010

To Whom It May Concern

I have known Kristy Manning in a professional capacity since 2004. As a corporate trainer specializing in the Sales, Management and Leadership training, I have the luxury of observing and working with hundreds of management professionals.

Kristy is one of those rare individuals I would describe as "plug and play". Kristy has exceptional problem solving skills, and a creative ability to see the "big picture". She is a self starter that is results oriented, who requires challenging assignments.

Kristy often delivers value beyond her designated work load. Give her an assignment and she will do the hard work often necessary to achieve a successful outcome. Her "plug and play" ability comes from the fact that she will seek out additional assistance if needed otherwise one can consider the assignment is on track.

In the several years I worked with Kristy during her role at the BBC, I was impressed with her desire to continue to build her skill set, and her empathy in leading a team. Her natural curiosity and desire to learn and grow strengthens any collaborative work, resulting in thoughtful new ideas organizations profit from.

The only advice I would offer a hiring manager, is if you didn't have a role for someone like Kristy, you'd be well served to create one.

Please do not hesitate to contact me should you wish to discuss a specific role you may be considering for Kristy.

Yours truly,

A handwritten signature in black ink that reads 'Kristin Williams'. The signature is fluid and cursive, with the first letters of each word being capitalized and prominent.

Kristin Williams
President
PBI Sales Training, Inc.
Direct dial: 714-271-4147