

May 19, 2009

To whom it concerns:

I am pleased to write to you regarding my favorable evaluation of Lynne O'Connor, who is applying for a position within your organization.

Lynne worked in the small consulting and training firm I head for nearly a year and showed herself to be highly skilled in the IT realm for which she was hired. In addition, to her skills, she also exhibited levels of conscientiousness, enthusiasm, and focus that further enhanced her worth to the organization.

Indeed, when Lynne relocated for personal reasons to another state, we valued her contributions enough to ask her to continue to work for and with us as an independent contractor to whom we could assign difficult projects.

I hope you will give her candidacy for your position every consideration.

Sincerely,



Robert B. Cialdini  
Regents' Professor of Psychology and Marketing  
Arizona State University  
and President, Influence At Work