



**Poulsbo PC
& TECHNOLOGY**
est. 2003

PO Box 1400 | Poulsbo, WA 98370 | www.poulsbopc.com

To Whom It May Concern:

As the owner of Poulsbo PC, I would like to bring to your attention someone I consider to be of great value to your business: Kevin Thomas. As I have worked closely with Kevin for more than four years I have become very impressed with his work methods and great attention to detail.

From the onset of our business relationship Kevin understood how difficult it was for a fledgling business owner as I was at the time to invest in something I knew so little about. As an Account Executive, Kevin took the time to make sure he understood exactly what my needs were, and through some pointed questions and sleuthing methods, ensured me that what his company offered would greatly improve our revenue stream. He enabled us to pinpoint exactly who my demographic group was and the areas of interest in which Poulsbo PC could best address those needs of our target market.

Kevin's enthusiasm and positive work ethic has been seemingly inexhaustible. I have been able to call him late in the evening on several occasions with what I might have considered to be inane had I been in his shoes. He took his time in discussing why the time periods and TV stations were selected and how long it would be before we would begin seeing results from our television campaign. He was frank and honest enough to tell me that I wouldn't see "big results right away and that it would take 3-4 months before the "steam roller effect" took place. Knowing what to expect, more or less, was a great relief and during our first 3 months of advertising we got good results (we brought in more business than we were spending on our ads!). Sure enough after the third month things just blossomed, this alone was beneficial & a major factor in our continued growth of our company.

Kevin's been a great inspiration for Poulsbo PC and was also involved in the creation of our great TV commercials. It is safe to say that he has gone way beyond the call of duty and gone the extra mile.

It is really sad for us to see him leave. But we understand that Kevin will continue to have opportunities to grow another company's revenue. I whole heartedly would without any reservation recommend Kevin to you. I am sure he'd be a tremendous asset to your company.

Sincerely,

Tom Van Hollebeke
President
Poulsbo PC & Technology Corp.
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