



**Turner Construction Company**  
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October, 6, 2012

Southwestern Advantage  
2451 Atrium Way  
Nashville, TN 37214

Dear Yvette,

We don't ever get to see you enough, so I want to take this opportunity to thank you for everything Southwestern has done for Jake and I. It is one of the best companies I have ever worked for, and I am privileged for having gotten to be a part of such a great company. It's hard to believe that I sold books for three summers, and I still use that knowledge and experience every day.

My most influential experience in college was with Southwestern. The company's entire focus is on building people and helping them to become successful at everything they do.

- The products are always targeted to help educate children and improve students' schoolwork. They are even a benefit to lots of parents. Southwestern is continuously making improvements to their products.
- College students are taught hard work, dedication, self-motivation, positive mental attitude, how to run your own business, how to control your controllables, accountability, goal setting in relation to your values, crystalizing your goals, personal growth, and the list goes on. All of these things you learn and improve on your first summer. With the opportunity to come back, students learn how to manage, motivate, inspire, and teach others the things they learned.
- Even after I finished selling books for Southwestern they were there to help me improve my resume, practice for an interview, give recommendations, and help me find a career. I don't know of any other company who would spend time helping their employees to find another career.

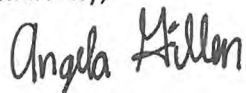
I'm sure you know; I first heard about Southwestern from my cousins as this crazy job where they worked somewhere in the U.S. going door to door for commission. It was definitely something I didn't want to spend my summer doing. However, I went to an information session after a dorm friend asked me to check it out, and I knew it was an opportunity I had to apply for. The job market was competitive when I was interviewing; everyone had good grades and was involved with leadership experience. When I now go to career fairs with Turner, I get to ask the tough question of "What sets you apart from other active college students?". My Southwestern experience was my track record of success. I stepped out of my comfort zone and took on the challenge.

I am definitely fortunate to have developed connections through Southwestern with lots of highly successful people. I married a book guy, and at our wedding, we had friends and family come from 22 different states and one from Canada. They're all a great group of friends who are self-motivated, work hard, and play hard.

Before Southwestern I never realized how much selling is really a part of our everyday lives. It includes going into interviews to find a job right after college, to why my boss should put me in charge of over 200 construction workers within my first year, to why an owner would hire me to build their casino allowing us to spend \$150Million of their dollars.

Selling books door to door was definitely a challenge, but everything I've gained and learned are blessings I will always be thankful for. I learned what it takes to run a business, which I now utilize in networking and growing Turner Construction. The things I learned from Southwestern are priceless. Thank you for providing me with the resources to accomplish anything I set my mind to. Next time you're in Kansas City, be sure to stop and say hello!

Sincerely,

A handwritten signature in black ink that reads "Angela Gillen". The signature is written in a cursive, flowing style.

Angela Gillen  
Assistant Engineer, Turner Construction