



Nate,

I'd like to thank you for your mentorship during my eight years selling books and now 3 years into my career. I remember when I was first interviewing. I'd done well in some areas in my life and at that time BCIT, but I knew it wouldn't separate me. I needed to expand upon my book learning to get some real skills. I was a little 'raw' my first summer. I did about 60% of what the average person does. Luckily for my bank account that still translated into \$6,000 saved. As every person who's sold books will testify, the rewards are far greater than the money. I returned to school with the confidence to start my own tutoring business. The one-on-one and group interpersonal skills, business sense, and confidence to build a business from scratch were priceless. My subsequent years of selling, full-time recruiting and leading organizations not only gave me the opportunity to continue building real skills, but allowed me to walk away with \$50,000 in the bank.

I am convinced, if it were not for those years of full-timing and leading organizations, there is no way a global company would have trusted myself and fellow book-friend to start a new office in a new country for them. I use all my those Southwestern skills today – from interacting effectively with lawyers, CEOs, VPs, etc to running a clean business, to growing that business and building the people in it.

Those years of full-timing propelled my career beyond what any MBA would have given me as well as the opportunity to maintain your mentorship, which alone was worth the price of those eight summers. Nate, you have been very helpful not only during Southwestern but even more valuable at my current position at Tom James Company. You have inspired me to be a better person and also help attract others to our business with great style too of course! Thank you again for doing a great thing!

Sincerely,

Robin Hoare

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