



Negotiation Consulting & Training

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15 August 2005

To Whom It May Concern:

It is with considerable pleasure that I recommend June Tan to you. I have known and worked with June for the past 2 years in her capacity as Director of Training and Continuing Professional Development for the Law Society of Singapore. Indeed, June organized the first program I ever conducted in Singapore, and it was largely because of the professionalism with which she organized that program—and the generous and encouraging advice I received from June both before and after—that I decided to move to Singapore to set up Global Resolutions Pte Ltd. Her advice was as wise as it was warm. Since that time, our working relationship has blossomed into a strong partnership.

If I had to pick out the three most outstanding characteristics June exemplifies, they would be professionalism, people-skills, and problem-solving. Her professionalism was always evident in the impeccable programs she organized for the law society, as it is now in the way she has carefully analyzed the market in order to create Intellitrain. I feel safe turning the marketing of my own company's services over to June. I know that I can rely on her business acumen, her organizational skills and her honesty. Moreover, I believe she cares about me and my business. She actually listens, a rare quality these days. Those professional and people skills matter far more to me than size of company. Moreover, because June is so good with people, I am confident that she has a wide list of contacts. This is another gift money can't buy.

Finally, I would like to stress June's flexibility and creativity in addressing problems. When other people's first words are "No, cannot," June begins with "How can we make this work?" I can always rely on her outside-of-the-box thinking to find a creative solution. Where others see problems, she sees potential. That's the sort of business partner I want.

I do not hesitate to recommend June Tan either as a marketer or a consultant. You could not do better.

Sincerely,

A handwritten signature in black ink, appearing to read "Melanie Billings-Yun". The signature is fluid and cursive, with "Melanie" and "Billings-Yun" being the most distinct parts.

Dr. Melanie Billings-Yun  
Senior Partner