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July 24, 2009

To Whom It May Concern:

As a Sam's Club manager of 17 years, I have had the opportunity to work side by side with many successful and accomplished supervisors, but none have been as successful and accomplished as Jennifer Greenmun, our former membership, marketing and community involvement supervisor. I have had the pleasure of working with her for more than ten years.

As her manager I have always found Jennifer to exceed my expectations and the expectations of our corporate office in all her areas of responsibility and supervision.

Jennifer's success has been attributed to her many skills and attributes ranging from a very solid work ethic to above average determination. Jennifer has always been extremely goal orientated and excels in organizational skills, time management, attention to detail, creativity, and the ability to overcome any obstacle while taking on each and every challenge placed on her.

I can proudly say on behalf of Jennifer that her fine work habits and skills have earned us the distinguished honor of having the best membership /marketing department in our division every year during her tenure as membership/marketing team leader. Jennifer and her team have earned more awards and recognition than any other department in our facility since our operation opened in 1992. The awards ranged from meeting sales quotas to overall financial performance.

Jennifer has been trained as a facilitator of selling skills. She has personally trained numerous sales associates and manager trainees. In addition to having a strong sales background Jennifer has developed her interpersonal skills and relationship building techniques to become a true and successful leader of people.

One of the many things I appreciated most about Jennifer was her long-term commitment to our community involvement programs. She has a very caring nature about her. Her many years of service as our chairperson with our good works committee has significantly impacted our community in many positive ways. She has devoted hundreds of hours to Sam's Club's philanthropic efforts earning us the reputation of a dynamic corporate citizen in our community.

I speak about Jennifer often when making reference to determination and a proven track record in sales success. It's because of her many personal and acquired skills along with her consistent ability to be successful at whatever she sets her mind to that allows me to confidently recommend her for any position or advancement in her current field of interest.

Sincerely,



Frank A. Giustiniani