



Vice President, Sales  
G4S Cash Solutions (Canada) Ltd.  
150 Ferrand Drive  
Suite 600  
Toronto, Ontario  
M3C 3E5

Re: Reference Letter for Sales Talent Agency

December 10, 2012

To Whom It May Concern,

I am writing to commend the support and effectiveness of the recent recruiting campaign that the Sales Talent Agency completed for us.

The success of our sales organization is determined by the quality of individuals we attract. It is imperative that we fill sales territories quickly and efficiently. The selection process is a critical step as there are dire costs associated with putting the wrong person in the wrong role. A job seeker does not always conduct the necessary due diligence to determine fit. More and more it is up to the recruiting organization to conduct a diligent assessment.

Jamie Hoobanoff was our point of contact and was instrumental in validating our needs and developing a strategy to source candidates. Although we had a very effective recruiting team of our own we knew we needed a more specialized approach. In a very short period of time she had produced a select group of candidates that were exactly what we were looking for. We were then in an enviable position of having a number of different individuals to choose from.

Here we are some month later and I am thrilled to report that the Sales Talent candidates are well on their way to a very successful sales career here at G4S.

Thank-you Jamie and the team at the Sales Talent Agency.

Sincerely,

A handwritten signature in black ink, appearing to be 'J. Hoobanoff', written over a horizontal line.

VP Sales & Marketing