



July 14, 2011

7 Countryside Lane  
Depew, NY 14043

To Whom It May Concern:

**RE: Reference Letter regarding Brian Pettit, 3P Associates**

I would like to recommend Brian Pettit, Principle of 3P Associates, as a consultant for your organization. Brian was my instructor for the training class, ' Manufacturing Productivity' in December 2005. His training concepts and further mentoring have been very influential to my decision-making in both my position at General Motors as an Organizational Development Representative and as a new business owner.

New businesses require quite a bit of time, energy, and knowledge. Brian spent many hours gathering and providing data to help my new business get underway. He furnished a Business Plan template for me to input my data and make my own, even providing suggested measurable information and samples. He supplied many contacts for me to follow-up on regarding support, grants, professional business cards, woman-owned companies, and sales training, etc. His recommendations about advertising, customer record keeping, marketing and subscribing to Business First and Gitomer.com have proved to be very positive for my business. I am even using QuickBooks for my accounting purposes based on Brian's guidance.

Brian is well organized, very intelligent, and has great communication skills. His energy and leadership are immeasurable. For these reasons, I was grateful for the opportunity to provide this reference.

Without reservation, I highly recommend Brian as your consultant. Let him make a positive influence on your company as he has mine. Please feel free to contact me anytime at [bakerschoiceinc@aol.com](mailto:bakerschoiceinc@aol.com) or (716) 796-5119.

Sincerely,

Zennette Baker  
President