

15 November 2011

Dear Sir or Madam,

It's with great pleasure and enthusiasm that I write this reference on behalf of Les Voros.

In the three years I've known Les, as a professional contact and financial career coach, now turned friend, Les has repeatedly shown diligence in making lasting connections right from the start. In my final years leading up to university graduation, Les was an integral part in helping me find my passion in life by asking well directed questions that uncovered insights I'd never realized before.

I believe he truly lives the 'What can I do for you?' approach, always seeking to help first. Les actively listens, first taking time to understand who you are, what your goals are, and then recommending how he can help. He's is a true connector bringing people together who have mutual needs.

Financial service professionals, embrace five key characteristics; unwavering passion for helping people, absolute trust, integrity, professionalism, and attention to detail. Les's interactions with me in a number of capacities demonstrate a commitment to these key characteristics.

As a new SFU BBA graduate entering the workforce, I've met many people like myself struggling to plan their financial future. The foundations and habits they set from entering the workforce often carry through the rest of their lives. Planning for their dreams from the outset can help them reach them sooner. With a financial coach on one's side, those dreams are kept on track.

I believe the tools and techniques Les has to share with members of your group will empower them to make more informed financial decisions. It's for this reason that I'd strongly recommend discussing what opportunities exist for helping students make that crucial leap from student to working professional.

With Les's financial coaching experience, and the way he runs his relationships, students will surely look back and discover the moment they met Les, was the moment they took control of their future.

Sincerely,

A handwritten signature in black ink, appearing to read 'Brandon Epp', with a stylized flourish at the end.

Brandon Epp
BBA (Finance)

604-868-5746